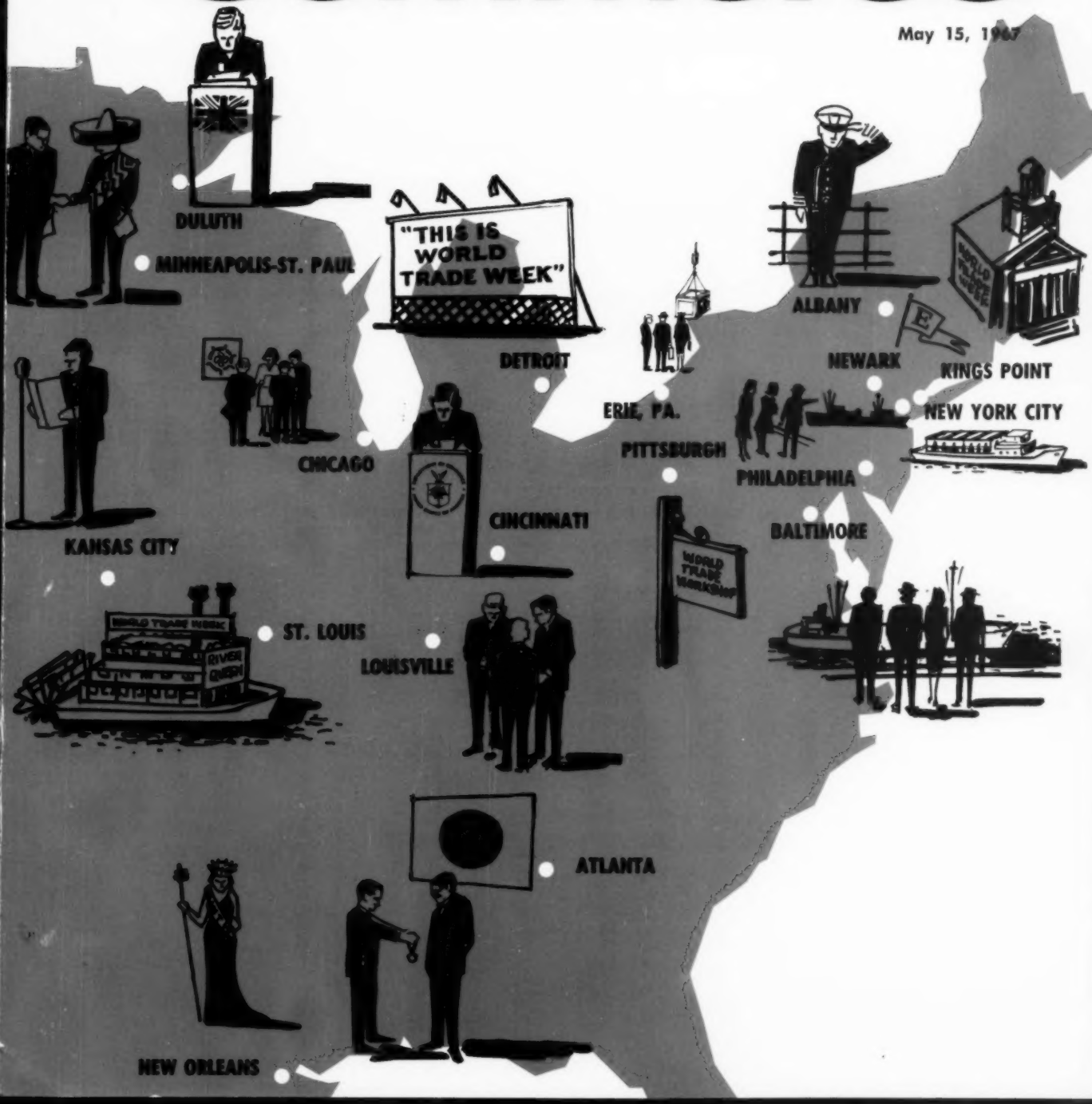
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 15, 1967



International Trade Winds

Company News

MOTION PICTURE EQUIPMENT—The Industrial Products Division of Fairchild Camera and Instrument Corp. has announced the appointment of Audio-Cine, S.A., Mexico City, as exclusive distributor in the Republic of Mexico for Fairchild's eight millimeter audio-visual projectors and cameras. The Mexican firm already produces films for industrial sales promotion, training, and display, and will add rear-screen projector systems with cartridge films and continuous film to its line.

COMMUNICATIONS—General Telephone and Electronics Corp. has received a multi-million-dollar contract to equip a satellite communications earth station in Thailand. The contract has been awarded by the Thai Post and Telegraph Department, and the station will serve as a ground terminal for voice, television, and data relays to and from the Intelsat II satellite over the Pacific. GT&E will design and install all systems for the permanent complex, to be located about 55 miles from Bangkok.

BUSINESS FORMS—Uarco, Inc., Barrington, Ill., has announced the acquisition of a minority interest in the German firm of Systemform, G.m.b.H., K.G., of Prien. Systemform manufactures and markets business forms throughout Germany.

ALUMINUM—AMAX Aluminum Co., a division of American Metal Climax, Inc., has announced the formation of Kawneer Jamaica, Ltd., to produce and market aluminum architectural, institutional, and residential building products in Jamaica. Products of the new plant, to be located in the Kingston area, will include windows, doors, curtain walls, and store fronts. The plant is expected to be in operation by late summer.

AUTOMOTIVE EQUIPMENT—Ground has been broken for an 83,000 square foot addition to the Monroe Auto Equipment Co.'s plant in St. Truiden, Belgium. The addition to the plant, which makes shock absorbers, is expected to be complete by the end of the year.

Calendar *for int'l traders*

The Calendar for International Traders, packed this week with spring export seminars and meetings for World Trade Week, preempts the space of the Newsletter feature found regularly here. It continues from this page to its normal place on the inside back cover.

BALTIMORE—May 22—Executive Club meeting, World Trade Week, Lord Baltimore Hotel. Speaker: **C. F. Hopkins, Director, Field Office, U.S. Department of Commerce.** Sponsor: Executive Club.

BETHLEHEM, Pa.—May 31—World Trade Association Monthly meeting, Holiday Inn. Sponsor: World Trade Association.

BRIDGEPORT, Conn.—May 25—"Assistance Available to Exporters" and "Export Success by Small Business," Chamber of Commerce. Sponsors: REEC; Chamber of Commerce; Commerce Field Office.

BUFFALO—May 25—World Trade Week Dinner. Sponsors: World Trade Association; Chamber of Commerce; Commerce Field Office.

CARUTHERSVILLE, Mo.—May 23—Southeast Missouri World Trade Conference, First State Bank Bldg. Sponsors: University of Missouri; REEC; Commerce Field Office.

CHICAGO—May 25—In-Office meeting. Field Office. Sponsors: Regional Export Expansion Council; Commerce Field Office.

CHICAGO—MAY 25—Maritime Luncheon, Sheraton-Blackstone Hotel. Speaker: Dr. John Pinna, "Deep Ocean Technology." Sponsors: Propeller Club; Port of Chicago.

COLUMBIA, Mo.—May 24—Central Missouri World Trade Conference. Sponsors: Lions Club; Chamber of Commerce; REEC; Commerce Field Office.

COUNCIL BLUFFS, Ia.—May 24—World Trade Week Export Workshop Luncheon, Hotel Chieftan. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

DALLAS—May 22—In-Office Workshop, 9 a.m. Sponsors: REEC; Commerce Field Office.

DALLAS—May 25—Exporter's Workshop, Sheraton-Dallas Hotel. Sponsors: Chamber of Commerce; Commerce Field Office.

DALLAS—May 25—Executive Conference on International Trade, Sheraton-Dallas Hotel. Sponsors: Chamber of Commerce; REEC; Committee of American Steamship Lines; Commerce Field Office.

DES MOINES—May 25—World Trade Week Investment Conference, Chamber of Commerce Bldg. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

DETROIT—May 23—Export Marketing Workshop, 9:15 a.m. Rm. 456, Federal Bldg. Sponsors: REEC; Commerce Field Office.

DETROIT—May 26—Seminar on Documentation in Export Trade, 3 p.m., Rm. 456, Federal Bldg. Sponsor: Commerce Field Office.

DULUTH—May 24—Superior Export Club meeting, 12 p.m., Chamber of Commerce. Speaker: John Robey, British Consul General. Sponsor: Chamber of Commerce.

ERIE, Pa.—May 23—World Trade Week Luncheon, Yacht Club. Speaker: **William C. Henschel, Director, Commercial Intelligence Div., U.S. Dept. of Commerce.** Sponsors: Chamber of Commerce; Port Commission.

(Cont'd on inside back cover)

U.S. Department of Commerce

Alexander B. Trowbridge
Acting Secretary

Lawrence C. McQuade
Acting Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Festivities on a riverboat at St. Louis, a joint Kentucky-Indiana-Ohio celebration in Louisville, events focusing on Mexico and Great Britain in Minnesota, port tours at Baltimore and other harbors, a queen to salute at New Orleans, a shipcaptain from Sweden to give a salute in Albany, new brochures being produced at Los Angeles, highway signs at Detroit, a warehouse export exhibition at Stockton —that's World Trade Week, 1967. The story about the various local celebrations is on Page 8.

May 15, 1967

Volume 73
Number 20

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

Trowbridge Assesses East-West Trading 2
Acting Secretary of Commerce tells university forum that U.S. can benefit from commercial ties with Soviet bloc

Virginia Trade Mission Reports on European Markets 7
Gov. Mills E. Godwin led state's first venture, which went to Spain, Italy, Sweden and Belgium

World Trade Week is a Nationwide Activity 8
Local civic groups get together in export promotion activities; U.S. Chamber of Commerce lends a hand with coordination

More Market Data Available to U.S. Traders 11
New listing has 370 reports prepared by U.S. commercial specialists at overseas posts, is second in monthly series

CASL Shows Export Paths to Michigan Traders 16
Steamship group, Detroit World Trade Club, REEC hold conference attracting audience from 75 companies

Fashion Exporters Tour Four European Cities 18
Top American clothing designers visit Germany, Switzerland, England in combined mobile trade fair/trade mission

MISCELLANEOUS—Top officials view East-West trade from various sides 6
Private investment group, ADELA, spurs Latin growth through seed capital 10
TRADE FAIRS AND CENTERS—Irish acclaim U.S. wines 17
London vacuum equipment show draws high quality audience 19
WORLDWIDE BUSINESS OUTLOOK—Rise in tourism spurs Spain's imports 20
Gabon's new development plan is ambitious but realistic 21
Public and private projects should keep Liberian upturn going 22
FOREIGN GOVERNMENT ACTIONS—Indonesia wants foreign investors 24
INVESTMENT OPPORTUNITIES—Six foreign firms seek U.S. licensees 25
Industry profiles in less-developed countries published by AID 28
WORLD TRADE OPPORTUNITIES—Eleven pages of business proposals 29
NEW BOOKS AND REPORTS—REEC session leads to book on exporting 40

TROWBRIDGE INTERPRETS ISSUE

East-West trade growth is in overall U.S. interest

New activity headed toward liberalization; basis is 'contracts rather than contrasts'

By ALEXANDER B. TROWBRIDGE
Acting Secretary of Commerce

"Trade," Emerson wrote, "is a plant which grows wherever there is peace, as soon as there is peace, and as long as there is peace."

United States policy is to cultivate this plant of progress and mutual benefit in the soil of peaceful engagement between the East and the West.

The Administration, as President Johnson has stated clearly and often, favors the equitable liberalization of two-way trade in peaceful goods with the Soviet Union and Eastern Europe. We have taken a number of steps in this direction. We have sought Congressional action to further open the way. And we have encouraged the commercial activists of the private sector to move ahead in this area, as indeed they are now doing.

Trade is a bridge

This broad approach is a central element in President Johnson's policy of building new bridges of "ideas, education, culture, trade, technical cooperation, and mutual understanding for world peace and prosperity." Peaceful trade *can* form one of the strongest and most durable of these bridges between East and West.

And, particularly with the passage of time, this expanding trade can yield tangible, meaningful material benefits on both the Eastern and Western ends of the bridge of commerce.

In this context, distinguished gatherings such as this one can play a major part in catalyzing progress.

The very fact that this meeting is being held emphasizes a most important mutual realization both in the East and the West: Evolving conditions and evolving relationships in our complex, changing world demand that we be more flexible and forward looking—both in the East and in the West—in order to serve the peaceful and progressive future of all of our peoples. We know that to be hidebound and hypnotized by the divisions and antagonisms of former years is to serve only the past.

Even as we meet here, the first industry-organized, government-approved United States trade mission is visiting Eastern Europe and the Soviet Union. We hope that during its stay in Moscow—as well as in Warsaw, Bucharest, and Belgrade—the Minneapolis Chamber of Commerce mission firmly plants its steps on the road to commercial growth.

And in addition, a second agricultural and business trade mission from California is now preparing to leave for Moscow on a trip that will also take them to the cities of Kiev, Kishinev, Krasnador, and Kharkov. Their Moscow visit will coincide, as well, with the opening of the 21-nation international exhibition there—INPRODMASH-67—at which some 18 United States companies will be displaying their food processing, packaging, and distribution equipment.

Add to this the series of industry-sponsored or government-organized U.S. trade groups that have operated in Poland, Hungary, Romania, and Bulgaria in the past few years—plus participation in numerous trade fairs and exhibits in this period—plus the initial U.S. trade mission to Czechoslovakia scheduled for later in 1967—and I believe you see examples of what I generally call a "steady movement from the permissive to the promotional" approach by our country as we consider East-West trade.

There are, of course, numerous other dimensions as well.

One was the significant growth of United States trade last year with the Soviet Union and the nations of Eastern Europe to the highest level in the past two decades—with the single exception of 1964 when an unusually large volume of wheat shipments inflated the total by $180 million.

This discussion of various aspects of the East-West trade issue is adapted from an address given by the Acting Secretary of Commerce at an East-West trade forum at Bowling Green State University, Bowling Green, O., on May 4.

The two-way trade total in 1966 came to something over $375 million compared to $277 million in 1965, an increase on the order of 35 percent over-all, with a slightly larger increase in U.S. exports to the USSR and Eastern Europe than in U.S. imports from these nations. From 1965 to 1966, the U.S. export total rose from $140 million to $198 million, while the imports went from $138 million to $178 million.

Alongside aggregate U.S. two-way trade in 1966 of about $55 billion this is not a very large total. Nor does it come to more than a small percentage of the volume of commerce that flows between the Soviet Union and Eastern Europe and other major trading nations.

For example, according to the preliminary figures that I have seen, trade between the Federal Republic of Germany and these nations last year exceeded $2 billion contrasted to the U.S. $375 million. The figure for the United Kingdom was about $1 billion, and Japan, France, and Italy all fell in the range between $600 million and $1 billion.

U.S. total explained

The United States total does take on added perspective, however, with consideration of two additional factors.

First, United States trade figures do not include exports by the overseas subsidiaries or licensees of U.S. firms. Rather, these are reflected in the trade statistics of host nations. Although solid figures are not available, such trade between European-based U.S. subsidiaries and licensees and the USSR and Eastern Europe appears to be growing rapidly.

Second, trade statistics are limited to commodities. Not included is the sales price or other monetary value of technical data or services. Yet such trade constitutes an increasingly important share of exports eastward by U.S. industrial and engineering firms. An increasing number

of such transactions have been licensed under the Export Control Act.

There have been cases where the likely return to the U.S. firm from the export of technical data to Eastern Europe was several million dollars, and others often are known to total in the hundreds of thousands. Cumulatively, this element of East-West trade could represent a sizeable addition to the value of exports reported for only the shipment of goods.

Expansion possible

Although a generalization, we can say that United States participation in East-West trade is somewhat larger than suggested by the bare statistics, with a growth rate that is significant, and having potential for future expansion across a diverse range of peaceful products.

Such expansion will not come automatically, however. Considerable effort to build and broaden and strengthen the bridges of peaceful trade are necessary at both ends of the span. And considerable effort will be necessary to increase and enhance the flow of commerce across the bridges.

Let us not underestimate the difficulties of expanding trade at the same time as we are strongly committed to resist Communist aggression in Vietnam. We have adopted what I describe as a "dual track" policy. With one hand we confront such aggression where it must be resisted, and our resolve is firm. But in a time where pressures increase on one front, we need pressure relief valves on other fronts. Hence the desire to keep open channels of communication—in education, travel, culture—as well as trade.

Ways of stimulation

President Johnson, carrying forward the efforts of the past three Administrations in today's evolving world environment, has acted in a number of ways to liberalize, to stimulate, and to support East-West trade as a part of our over-all, long-term policy toward Eastern Europe and Soviet Russia.

► Export controls have been liberalized. More than 400 non-strategic items were removed from the Commerce Department's Commodity Control List late last year. These products, which now can be shipped without a specific license, cover a broad range including consumer products, textiles, certain metal manufactures and machinery, various chemical materials and products, and a considerable number of manufactured articles. In addition, the process of sifting, refining, and updating this list is an ongoing one. We want to make sure that our control list is realistic and unburdened with excessive or ineffective coverage.

► Commercial credit facilities have been extended. In his Oct. 7 speech, President Johnson authorized the Export-Import Bank to provide normal commercial credit guarantees on industrial export transactions with Poland, Czechoslovakia, Hungary, and Bulgaria—as provided in July 1964 for exports to Romania. Commercial credit facilities are an important concomitant to trade that must and do receive our continuing attention.

► At the same time, the President announced that he had authorized the Export-Import Bank to extend a loan of some $50 million to the Istituto Mobiliare Italiano to finance U.S. origin machine tools and other equipment for the automobile plant to be constructed by the Italian firm FIAT in the Soviet Union. Eximbank participation encourages U.S. businessmen to compete for these sales, assists FIAT in obtaining the finest equipment available, and tangibly expresses our support for projects designed to serve the consumer goods requirements of the people of the Soviet Union or Eastern Europe. While any equipment sold for this plant will be carefully examined to ascertain that it has basically peaceful applications, we operate from the general approach that we would rather see traffic jams of automobiles than of tanks.

► The East-West Trade Relations Act proposed by President Johnson can provide the conditions under which steady expansion can come about by authoriz-

SECRETARY TROWBRIDGE HELPED BRIEF TRADE MISSION heading to the Soviet Union and Eastern Europe from the Greater Minneapolis Chamber of Commerce (see Page 5, May 8 *International Commerce*), and was scheduled to conduct a similar briefing for a group from the California Council for International Trade that is due in Moscow in mid-May. Mr. Trowbridge is second from right. Vice President Humphrey also talked with the Minneapolis mission.

ing the President to use non-discriminatory tariff treatment as a bargaining element in negotiating commercial agreements with these nations. The basis for this proposal was developed by a group of distinguished American business leaders led by Mr. Irwin Miller of the Cummins Engine Co.

Tariff effect

Realistic judgment does not suggest that such legislative authority in itself would set in motion an immediate flood of two-way trade. But the power to extend such tariff treatment, which currently applies only to Poland of the nations concerned, could certainly help to increase the flow of East-West commerce.

I think it is true that the implementation of non-discriminatory tariff treatment has psychological and political overtones as well as commercial importance. But if we are serious about desiring to increase the levels of peaceful trade—which we are—then we should frankly face the impediments that exist and reduce them where possible. The Soviet Union and the nations of Eastern Europe will have to export to earn exchange to buy our products. We should recognize their need to operate under competitive conditions equal to other countries selling in our market.

Of course, agreements reached under this act would have to be based on mutual benefits. In return for the benefits of MFN treatment, the United States may seek settlement of commercial disputes, arrangements for protection of industrial property, provisions for promotion of U.S. products, entry and travel of commercial representatives, arrangements for market access and fair treatment for our goods, and settlement of claims.

Reducing obstacles

Taken as a whole, as I say, these Administration measures represent a broad and energetic Administration approach. They are designed to reduce conspicuous obstacles to United States two-way trade with the Soviet Union and Eastern Europe.

Increasingly, we hope, the name of the game will become competition in each other's markets consistent with normal commercial relationships that extend across other international borders around the globe, and despite the differences in economic organization that exist between our countries.

The challenges, then, will be clear at both ends of the bridge. We will have to become increasingly aware of each other's market requirements, of competitive practices and conditions, of consumer likes and dislikes. We will have to develop advertising, promotional, and distribution techniques suited to the varying markets. We will have to be patient and flexible. Long and time-consuming exchanges are probably necessary in order to build the kind of mutual confidence we hope for as part of "peaceful engagement."

Patience, skill required

This problem is neither simple nor insoluble. To a considerable extent, the answer is likely to be fully realized only through experience. Such experience as has been gained by Western businessmen negotiating in the Soviet Union indicates the need for patient and skilled bargaining techniques. Experience of Soviet and Eastern European state trading agencies has probably shown them the need to adapt to the competitive demands of our free economies.

A number of approaches present themselves for the acquisition and broadening of such experience. Perhaps, to speed the orientation process, trade officials of the Soviet Union and Eastern Europe will want to broaden commercial relationships with businessmen in this country, and particularly importers. Perhaps it will be desirable in some cases to contract certain business services in the United States, at least during this orientation process.

Or again, possibly businessmen and trade officials on both sides might think in terms of general approaches to broadening communications. Trade missions or fact finding tours, such as the Time Inc. and Business International group visits, are undoubtedly useful. The use of business publications stimulates exchange of business or marketing information. Obviously, there are a good many alternate routes that could be followed.

Study of techniques

As well as increased sales in each other's markets, this process could also lead to further expansion in the future through exploration of new trading techniques, or the reexamination of existing trade tools for application to trade between the United States and these nations. To cite one example, it may be that the technique of switch trading—which is proving useful elsewhere—could

KAISER 'JEEP' CARAVAN toured Poland, Czechoslovakia, Hungary, Rumania and Bulgaria last year. It was welcomed in Prague by 80 members of the Czechoslovakia Jeep Club and their 21-year-old models. A Commerce Department-U.S. Trade Mission to Czechoslovakia is scheduled for this Fall.

have an application. As I have suggested, however, time, effort, and experience must interact before such specifics emerge.

The essential aim in this current period is to get the ball moving—to allow the dynamics of peaceful international commerce to come fully into play here as in other areas of world trade that have seen such surging expansion.

Past this point, I cannot stress strongly enough the primary role of American business in this whole process of growth. While the government-to-government aspects of world trade can be decisive, the fact remains that in our system there is no business without business.

From a great many indications, there is indeed at the present time impressive and growing interest in the American business community in the potentials of East-West trade, just as an increasingly favorable commercial climate appears to be emerging in the nations of this region.

International cooperative efforts under way today also hold promise of important progress in the vital field of industrial property, particularly in connection with patents.

Progress detailed

This is a complex and difficult area where material accomplishment comes slowly, but the plusses to date are encouraging. They include:

► Soviet accession to the International Convention for the Protection of Industrial Property, or Paris Convention, the leading international treaty in the patent and trademark field.

► Subsequent USSR and Eastern European support for the U.S. proposal, in the Executive Committee of the Paris Convention, that set in motion current detailed consideration of an international patent cooperation treaty.

► Formation of a state trading agency known as Licensintorg in the Soviet Ministry of Foreign Trade to handle foreign licensing matters including promotion of export-import arrangements in this field.

► And issuance of basic Soviet publications in this field in English translation.

These are positive steps in an area that bears particularly on trade in the new products and processes that are staples in U.S. business overseas. In particular, they stimulate the confidence that is fundamental to increased commerce.

New trends

So, in summary, what we see today throughout this broad field of U.S. trade with the USSR and Eastern Europe are new activity, new interest, new developments. The picture is one of movement, and the direction is toward expansion and liberalization. We are increasingly talking of contracts rather than contrasts.

U.S. EXHIBITIONS IN IRON CURTAIN COUNTRIES have included seven appearances at the Poznan, Poland, International Trade Fair, where these American safety markings drew an attentive audience.

One very significant part of the picture is the notably increased national interest and national debate on this vital subject across the United States—by business groups, in the newspapers, at meetings such as this one, and among the general public. I applaud this, both because healthy, vigorous national dialogue—pro or con—is at the very heart of our democratic process, and because the views expressed by the business community and others provide important contributions to the President and the Congress in their considerations and decisions affecting East-West trade. I hope that this discussion can separate the myths and the realities of the situation, and that our policy directions are based on realistic appraisals rather than emotional reactions.

All that we have said notwithstanding, I believe it is abundantly clear that the numerous diverse influences on the future of East-West trade that we have been discussing remain subordinate in impact to one single central determinant. I am referring, of course, to the general climate of relations between the United States and these nations.

President's aim

In this regard, President Johnson has expressed United States hopes and intentions in a brief, historically eloquent declaration:

"Our objective," he has said, "is not to continue the Cold War, but to end it."

In the years to come, mounting traffic across the bridge of commerce between our nations could be one very effective element in achieving this objective for our own people and all of the peoples of the world.

EAST-WEST TRADE FORUM was hosted by president Jerome of Bowling Green U. (right), greeting Acting Commerce Secretary Trowbridge (left) and Paul-Henri Spaak, former Belgian prime minister.

East-West forum hears appeal for new joint projects

Bowling Green U. meeting brings specialists together

American businessmen were urged to explore joint research and development projects with the Soviet Union, to work out profit-sharing investments of know-how and equipment there, to push sales by their European and Japanese subsidiaries in Russia, and to press for East-West tariff and trade liberalization in Washington.

These were the recommendations of Elliott Haynes of Business International Corp. at the East-West Trade Conference held this month at Bowling Green University, Bowling Green, O.

Public relations counselor Thomas J. Deegan told the forum that trading with the Communist bloc is an emotion-charged matter in which it is of first importance to U.S. companies to make their business intentions clear to the U.S. public, to their employees and to their stockholders.

Industrialist Cyrus S. Eaton, another participant, asked for "a spirit in America that will tolerate opinions that are different from ours, and that will respect men who honestly and sincerely hold those opinions." Such a spirit, he said, will bring to this country buyers from all over the world and "immense opportunity for expansion and for good business."

Bowling Green University president William Travers Jerome III, in convoking the conference, declared that it could lead to achievements on the broadest level because international commerce today has "a new breed of industrialist spawned in America and abroad by the postwar technological revolution. These men have vision and a social consciousness. Also, they are builders."

Paul-Henri Spaak, the former Belgian premier, said that a unified policy of the Common Market countries toward the Eastern bloc must soon be formulated, and it will undoubtedly have its effects first in the standardization of credit terms, then in the area of common controls on export of strategic items, then in the reducing of discrimination between exports to the Eastern countries and to other non-EEC countries, and finally in the establishment of a common, flexible agricultural policy.

Among the other speakers were Acting Secretary of Commerce Alexander B. Trowbridge (see text of address, beginning on P. 2), international lawyer Russell Baker, New York Times Soviet affairs specialist Harry Schwartz, and investment banker William C. McMillen of Tower International, New York.

Interpreting Soviet interest in expanding trade with the U.S., Elliott Haynes said "as their economic reform progresses —as more and more Soviet industries are put on a profit basis—the mounting pressure for efficiency whets the appetite of more and more Soviet managers for U.S. technology and for entire U.S. plants. Traditionally, when they buy, they want the best—and the best is often U.S.-made.

"Putting aside for the moment the non-economic barriers to U.S.-USSR trade, it is dangerous to overestimate the volume of trade that would arise in the absence of artificial restrictions on both sides. What are the prospects? Trade must be a two-way street, and the Russians attempt, in any case, to keep their foreign trade in balance on a bilateral basis. Hence the question of what they would be able to sell to the U.S. looms large," he said.

"The USSR itself maintains that it has a lead in large-volume power generation and long-line power transmission, and could either sell us equipment in this field (witness its desire to bid on the Grand Coulee dam project) or sell us technology and help us to build the equipment ourselves.

"In addition, without excessive tariff barriers, it might build a U.S. market for traditional exports such as vodka, crabmeat, caviar and furs, plus new ones such as cheap watches. Sales of such products in the U.S. could reach a volume of some $200 million or $250 million a year.

"But this volume would require five years or more to attain; the Russians are woefully ignorant of marketing methods and sales promotion techniques in the U.S. and worse yet, are not fully aware of their ignorance."

Suggestions to business

Besides urging businessmen to press for liberalization of tariff and other trade barriers in Congress, and to work for more generous applications of existing laws, Haynes pointed out three other avenues open to U.S. businesses:

"1) Explore joint research and development projects with the Soviet Union. Prime Minister Kosygin and other Soviet leaders have urged that these be undertaken for reasons of economy and speed of progress.

"2) Explore a form of investment in the Soviet Union, whereby the U.S. firm would furnish equipment, technology and management to exploit ore deposits, take payment partly in ore produced, and share in the profits according to a mutually acceptable accounting system. This idea has been floating around Moscow for several years, and a Japanese combine is now actively exploring it.

"3) Push sales by European and Japanese subsidiaries to the Soviet Union. These sales are already sizable, but of course do not show up in U.S. trade statistics. Such subsidiaries can take advantage of local credit facilities, bilateral trade agreements with the USSR and other trading facilities not open to their U.S. parents."

VIRGINIA'S FIRST TRADE MISSION arrives at London airport for take off to Madrid, beginning a 21-day business tour in Spain, Italy, Sweden, and Belgium.

First Virginia trade mission markets state's products, services in European countries

Business group returns from Spain, Italy, Sweden, Belgium; Governor Godwin, leader, reports results beyond expectations

The Virginia Trade Mission to Europe, which returned to Richmond Apr. 18 after 21 days in Spain, Italy, Sweden and Belgium, was a first for the state.

Results of the venture indicate that Virginia will expand such activities, the sponsors report.

"Dividends of the mission will flow for many years," said Governor Mills E. Godwin, Jr., director of the group.

Nearly 500 business contacts resulted in a substantial number of orders for Virginia products. "These orders," Godwin said, "were far in excess of what I had expected them to be."

The mission idea was born at the Virginia State Chamber of Commerce. The Virginia State Ports Authority, the Virginia Division of Industrial Development, and the Virginia Department of Agriculture joined the Chamber in sponsoring the mission.

The countries on the itinerary were selected after a review of the best potential markets for Virginia products by the U.S. Department of Commerce. Various members visited Madrid and Barcelona in Spain, Milan, Turin, and Genoa in Italy, Stockholm in Sweden, and Brussels and Antwerp in Belgium. On Governor Godwin's schedule were audiences with the King of Sweden and the Prime Minister of Belgium.

In Milan, some members visited the grain market, some the FIAT plant, others the plants of Innocenti and Pirelli.

The agriculture group toured selected farms where Virginia cattle have been purchased, delivered, and are being raised.

Purposes of the mission, as outlined by the leaders, were to sell Virginia products and services, to sell the value of shipping through Virginia ports, and to promote the importance of Dulles International Airport as the gateway to America. During the visit, 487 business calls were made.

Although figures of total sales consummated during the mission were not announced, a questionnaire completed by each member before his return indicated unquestioned success. Projections for future sales as a result of the mission exceeded all expectations and each of the 30 members indicated that future missions must be planned and sent abroad.

On April 19, the day after the mission's return to Richmond, the largest news conference ever seen in Virginia's capitol was held. Sharing the spotlight with Governor Godwin were W. H. Bowditch, chairman of the mission committee; W. C. Daniel, Dan River Mills; John Meredith, chairman, Virginia State Ports Authority; J. Eldred Hill, Director, Virginia Division of Industrial Development; Maurice B. Rowe, Commissioner, Virginia Department of Agriculture; and Richard S. Gillis, Jr., Executive Director of the Virginia State Chamber of Commerce.

Godwin, commenting at the news conference, said, "The mission exceeded all our expectations. We were greatly gratified by the accomplishments of the mission and stimulated by a potential in foreign trade for Virginia that is unlimited."

World Trade Week plans have export emphasis

Chambers of Commerce serve as sponsors; workshops, guest speakers, tours scheduled

By LESLIE WILDER
Office of Publications & Information, DIB

U.S. cities from coast to coast to coast are celebrating World Trade Week with banquets, workshops, panel discussions, tours of port facilities and other activities.

Notices will go out over the airwaves and appear in newspapers. Beauty queens will reign.

A number of "E" awards for exporting will be presented throughout the country.

The purpose of all this festivity from Atlantic to Pacific to Gulf coasts is to call attention to world trade prospects; to get businessmen talking about them, then taking action.

This year the Chamber of Commerce of the United States will sponsor World Trade Week nationally, with local chambers cooperating in their areas.

Presidential proclamation

In his proclamation declaring the week of May 21 World Trade Week, President Lyndon B. Johnson stated, "World trade joins the United States with other nations in a creative partnership that supports the growth of our free enterprise economy and advances the well-being of all our citizens . . . The exchange of goods and services builds a foundation for mutual trust among nations. It sustains our hopes for the attainment of a better world, in which all people may live in peace."

He went on to point out how expanding world trade can accelerate economic progress both in the United States and abroad; how it benefits the businessman, the worker and the consumer. It also "helps the developing countries make fuller use of their energies and resources" and "encourages the international exchange of ideas, knowledge and experience," the President continued.

President Johnson urged "business, labor, agricultural, educational, professional and civic groups, as well as the people of the United States generally, to observe World Trade Week with gatherings, discussions, exhibits, ceremonies and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations."

He hopes for an "early and successful completion of the Kennedy Round of trade negotiations" so that the reciprocal reduction of trade barriers will stimulate the flow of international commerce.

The first World Trade Week was held in Los Angeles 41 years ago. This year the city has encouraged international businessmen to plan their visits to Southern California to coincide with World Trade Week, when they will receive assistance in making local business contacts, will be honored at various civic events including an opening day luncheon, and will be given special briefings on business opportunities and tours of key industrial and shipping facilities.

A Presidential "E" award for exporting will be presented to Air-Sea Forwarders, Inc., of Los Angeles, on Monday, May 22.

The Los Angeles Chamber of Commerce, which is sponsoring World Trade Week, is updating its brochure "Resources and Facilities for World Trade—The Los Angeles/Long Beach Metropolitan Area" for worldwide distribution.

On the East Coast, the New York World Trade Committee will hold National Maritime Day services on Monday, May 22, followed by a Propeller Club luncheon. Tuesday is Marine and Aviation Day, with special Port of New York exhibits planned. World Trade Day, Wednesday, May 24, will be noted by a luncheon at the Plaza Hotel, cosponsored by the Commerce and Industry Association of New York, and by the presentation of the World Trade Club's "Man of the Year" award.

Thursday the observances will move to Newark, N.J., with a luncheon honoring New Jersey's 21 "E" award winners sponsored by the World Trade Assn. of the Greater Newark Chamber of Commerce. Also planned are a program at the U.S. Merchant Marine Academy at Kings Point, N.Y., and a harbor inspection tour of the Port of New York.

In Chicago the Propeller Club of U.S./Port of Chicago is holding a Maritime Luncheon on May 25 with an expected attendance of 400 importers, exporters, freight forwarders and customs house brokers, and guests from the Port of Chicago, barge lines, tow boat lines and lake steamship companies. Dr. John Pinna Craven, chief scientist on the Navy's Deep Submergence System Project, will speak on Deep Ocean Technology.

St. Louis will celebrate World Trade Week with an all-day conference and workshop aboard the steamboat River Queen on the Mississippi.

Elsewhere in the state, Caruthersville, Cape Girardeau and Columbia, Mo., will have various programs, speakers and panels.

The Chamber of Commerce of Metropolitan St. Louis is publishing a special edition of its monthly magazine *Commerce* devoted to world trade situations in the area.

Upper Midwest Conference

Minneapolis plans an Upper Midwest Conference on Trade with Mexico in cooperation with the U.S. Department of Commerce. Participants will discuss Mexico's trade potential, including methods, techniques and problems involved in increasing marketing efforts there. Guest speakers will detail export credit, collections and financing; tax and legal considerations; export financing; and subsidiary operations.

The Duluth-Superior Export Club plans a meeting at the Duluth Chamber of Commerce at which John Robey, British Consul General, will speak.

Iowa will also emphasize trade with Latin America at an export workshop and dinner at Spencer. Council Bluffs plans a World Trade Week luncheon and export workshop, and Des Moines will hold an investment seminar.

Michigan REEC members will stage a television roundtable discussion on exporting. *The Detroiter*, weekly business publication of the Greater Detroit Board of Commerce, will include a fea-

ture article on international trade in its May 22nd issue. The Department of Commerce's Detroit Field Office will host an export marketing workshop and a seminar on export documentation during World Trade Week.

Leading Detroit industrial firms will add world trade week messages to their illuminated highway signs, and a downtown department store and bank plan special window displays.

Seattle area plans include an opening day luncheon with a panel of businessmen just returned from a trade promotion trip discussing "Developing Exports to the Far East." A maritime luncheon on May 26 will include presentation of the Maritime Press Association's Man of the Year Award and the Anchor Awards of the Port of Seattle.

Louisville hosts seminar

Acting Secretary of Commerce Alexander B. Trowbridge will be guest speaker at a luncheon in Cincinnati prior to World Trade Week. The Ohio Valley International Trade Conference will be held in Louisville, Ky., May 24. Under the theme "Export $pells Profit" such topics as market development, banking and credit, forwarding and packing, government assistance programs, containerization, communication, advertising, self-promotion and low-cost distribution will be covered. Speakers will include George L. Strike, president of American Laundry Machinery Industries Division of McGraw-Edison Co. of Cincinnati; Gov. Edward Breathitt of Kentucky; Lt. Gov. Robert L. Rock of Indiana and Roger Cloud, State Auditor of Ohio.

Cleveland's plans for World Trade Week include a tour of the Burke Lake Front Airport and harbor on board the harbormaster's boat, and an orientation for the foreign service commercial employees participating in a U.S. Government training program, who will be visiting Cleveland during that week. On May 29 the Cleveland World Trade Assn. will sponsor a luncheon meeting with speaker.

At New Orleans, Miss World Trade Week will help inaugurate the festivities. The beauty queen will assist at a flag-raising ceremony on the river steamer President on Saturday, May 20, and will later help launch a new Coast Guard cutter at a New Orleans shipyard. She will also attend a luncheon at International House honoring the winners of a Propeller Club essay contest, and be a featured guest at a Maritime Day dinner.

The Port of San Diego and the Propeller Club will join to mark National Maritime Day with a luncheon on May 22. Also planned are a mid-week Foreign Trade Workshop and a concluding luncheon honoring Consuls assigned to the San Diego area.

WORLD TRADE DAY IN ATLANTA is proclaimed by Mayor Ivan Allen, Jr. Attending the signing were (standing, l. to r.): Stewart Swift, chairman of the Atlanta World Trade Council; Thomas S. Morgan, chairman, Atlanta REEC; Daniel M. Paul, director, Dept. of Commerce Atlanta Field Office; Marvin Botnik, president, International Trade Assn. of Atlanta; and Dr. Ernest W. Ogram, Georgia State College.

The Erie (Pa.) Port Commission has scheduled a tour of port facilities for Pittsburgh shippers, and together with the Greater Erie Chamber of Commerce is co-sponsoring a luncheon at which William Henshel of the Department of Commerce's Commercial Intelligence Division will speak on the computer and international trade.

The Delaware River Port Authority will serve as host to a group of visiting Rotterdam businessmen and give them a tour of the Delaware River port area.

World Trade Week in Philadelphia will also feature a Maritime Day Luncheon on May 23 and a dinner meeting on May 25 sponsored by the Foreign Traders Association of Philadelphia.

Smithville, N.J., will be the site of the South Jersey World Trade Conference, with numerous local organizations participating.

The Atlanta International Trade Association plans a dinner for May 18 honoring the local consular corps. Lawrence A. Fox, Director of the Commerce Department's Bureau of International Commerce, will be the featured speaker. May 25 has been designated World Trade Day, when the Trade Association and the World Trade Council of the Atlanta Chamber of Commerce will sponsor jointly a reception for host country employees of U.S. foreign service posts abroad who are visiting Atlanta.

The Port of Charleston, S.C., and the local Propeller Club will join other sponsors in presenting Charleston's traditional banquet commemorating National Maritime Day. Guest speaker will be Thomas N. Downing, U.S. Representative from Virginia and a member of the House Committee on Merchant Marine and Fisheries.

The Port of Albany, N.Y., will entertain the captain and officers of the Swedish-American Line's Odensholm, which is expected in port during World Trade Week, with a special recognition luncheon.

Florida activities

World Trade Week in Dade County, Fla., will include a banquet marking the conclusion of "Export '67," a series of export trade seminars for local businessmen. Banquet guest speaker will be Francis X. Scafuro, senior vice president of the Bank of America International Service. Mayor Chuck Hall of Dade County will present the World Trade Week proclamation and Roy L. Morgan, former director of the U.S. Dept. of Commerce's Office of Field Services, will serve as master of ceremonies.

Exhibits of Kansas City-made export products will be shown in major shopping centers of the area during World Trade Week. The import side of international trade will feature "Salute to Germany"

displays. The *Kansas City Star* will contain a special World Trade Week section in the Sunday, May 21 edition, and will carry articles on export success stories.

The Kansas City People-to-People Council will sponsor a Miss World Trade contest, with the winner making a trip to Germany to promote Kansas City as a world trade center. The Kansas City Women's Chamber of Commerce expects some 600 participants at its annual World Trade Week dinner.

The San Francisco World Trade Assn. celebrates its 50th anniversary during world trade week with the following activities: National Maritime Day Luncheon; National Maritime Day at Aquatic Park, sponsored by the Propeller Club and Maritime Committee of the Junior Chamber of Commerce; International Aviation Breakfast; Aviation-Air Cargo Luncheon; and an Anniversary Luncheon with guest speaker Sen. Mike Mansfield of Montana.

Oakland plans an International Banquet and Dance honoring the Bay Area Consular Corps.

World traders in Hawaii will hold a luncheon to open World Trade Week and honor the Consular Corps in Hawaii, and a maritime luncheon co-sponsored by the Port of Honolulu and the Propeller Club.

Stockton, Calif., observed World Trade Week in April with a Central Valley World Trade Exhibit Hall. Producers, processors and manufacturers in the Valley exhibited their products and the general public was invited to attend and learn about the variety of export and import trade and its economic importance to the Valley.

Swiss dealer gets 45-day curtailment of U.S. export rights

The U.S. export privileges of Paul Aebersold, electronics equipment dealer of Zurich, Swtizerland, have been curtailed for at least 45 days, pending an inquiry into his operating practices.

During this period, Aebersold will not be permitted to receive exports from the United States unless a validated license for each shipment has been obtained from the Office of Export Control in the Department's Bureau of International Commerce (BIC). The order is subject to extension.

BIC said an investigation showed that Aebersold for several years has been ordering electronic equipment, some of strategic nature, from U.S. suppliers and receiving the goods in the Free Zone of Zurich. The orders have been in small amounts, permitting the exports to be made under general licenses that did not require specific export authorization from the Department. Aebersold then could re-export without interference from U.S. authorities and without duty payments or obligation under Swiss authority.

The Department found there was reasonable basis to believe that Aebersold's operations have been designed to evade the requirements of validated licenses and that there also was reasonable basis to believe that he has been reexporting the goods to unauthorized destinations.

During the 45-day period of the temporary order, Aebersold has the opportunity to show cause why the order should not be extended or made permanent.

While the order is in effect, no exports in any amount may be made to Aebersold, his agents or employees without a validated license issued by the Office of Export Control.

Thai newsletter wants U.S. articles

U.S. firms seeking agents and distributors or other business contacts in Thailand have been invited to submit material for publication in *Trade News*, a Thai language newsletter issued by the Royal Thai Government.

Articles from U.S. trade associations are also welcomed, where likely to be of interest to Thai readers of the periodical. Translations of the material into Thai will be done by the publication's Editorial Board.

Material, prepared for translation, should be sent to Mr. Manas Ratanaruka, Department of Foreign Trade, Ministry of Economic Affairs, Sanam Chai Road, Bangkok, Thailand.

U.S.-Japan meeting

The Sixth Meeting of the Joint United States-Japan Committee on Trade and Economic Affairs will be held in Washington Sept. 13-15. Agenda and detailed arrangements for the meeting will be announced at a later date.

ADELA supplies seed for capital growth in Latin America

Joint venture of 150 firms described to Chicago traders

The planting season lasts all through the year for the Atlantic Development Group for Latin America (ADELA), and the $39 million in seed capital which it has sown throughout the continent in the 2¼ years since its founding have generated some $350 million in new investments.

Ernst Keller, managing director of the Luxembourg-based organization's operations in Lima, Peru, told the annual meeting of the International Trade Club of Chicago that ADELA is a joint venture of 150 prominent corporations in 15 nations in Europe, Latin America, Japan and the United States to help develop and strengthen private enterprise in Latin America.

He said its chief function is that of an entrepreneur: "to recognize opportunities of high priority and good profit potential suitable for private enterprise, then turn opportunities into useful and profitable enterprises by providing entrepreneurial action and services—and some capital.

"ADELA serves as a catalyst for private investment in Latin America. It mobilizes the energy and resources of others, including its formidable group of share holders—a pool of human resources and technological knowledge which is hard to match.

"The backing of these shareholders and directors is our single most important resource," Keller said. "No shareholder is obliged to assist us but we have never yet been turned down."

ADELA has made commitments to 60 projects in 17 countries, according to Keller. The largest current project is an investment of $3.5 million in seed capital which is expected to result in $90 million of basic economic facilities. This amounts to a leverage of about 25:1 on ADELA's investment.

In short, ADELA helps provide the missing elements to Latin American growth: entrepreneurial thinking and guidance, seed capital (equity and junior debt), then works with others, local and foreign private enterprise, public and private development banks, technical and other consulting organizations, anybody interested in Latin American development.

More market data ready

New listing contains 371 reports from specialists abroad available to U.S. firms

Another 371 special reports submitted by U.S. commercial personnel overseas, covering trade prospects for individual commodities throughout the world, are available to U.S. businessmen.

These listings will appear regularly, as the reports become available for sale. The first listing, which contained 564 reports, appeared in the April 17 issue of INTERNATIONAL COMMERCE.

The reports, which vary in length from one to ninety-four pages, are available for $1.50 apiece from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse, and not to the Commerce Dept.

11—ANTHRACITE MINING

111—Coal

DIB-67-615 Coal & coke: consumption & stocks, **Austria**—1966 4 pp
DIB-67-616 Coal & coke consumption, **Finland**—1966 2 pp
DIB-67-617 Coal & coke: production by type for **Federal Republic of Germany** 2 pp
DIB-67-618 Coal & coke production in **Republic of China,** July-Dec. 1966 2 pp

16—CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION

162—Heavy construction

DIB-67-619 Bandar Abbas and road connections to **Afghanistan** 6 pp

200—Agriculture (gen.)

DIB-67-620 **Argentina:** agricultural policy 18 pp
DIB-67-621 **Brazil:** agricultural policy (National Council for Foreign Trade Resolution No. 12 and Bank of Brazil Foreign Trade Department Communique No. 194) 9 pp
DIB-67-622 **British Honduras:** brighter agricultural prospects forecast for 1967 5 pp
DIB-67-623 **Central African Rep.:** agricultural stabilization funds 12 pp
DIB-67-624 **Central African Rep.:** agricultural policy report 23 pp
DIB-67-625 **Chad:** agricultural policy report 8 pp
DIB-67-626 **Congo (Kinshasa):** current problems in Congolese agriculture 5 pp
DIB-67-627 **France:** some social aspects of France's Farm Restructuring Program 5 pp
DIB-67-628 **Germany:** diphenyl article 2 pp
DIB-67-629 **Germany:** European Parliament approves use of diphenyl 1 pp
DIB-67-630 **Germany:** malathion, an approved storage protectant 2 pp
DIB-67-631 **Greece:** field trip to Macedonia and Thessaly, March 25-28, 1967 2 pp
DIB-67-632 **India:** West Bengal's interim food policy emerging 5 pp
DIB-67-633 **Iran:** more protection for domestic production of agricultural commodities 2 pp
DIB-67-634 **Ireland:** EEC membership 5 pp
DIB-67-635 **Italy:** Green Plan II 38 pp
DIB-67-636 Agricultural situation, **Lebanon:** 1966/67 growing season —general 2 pp
DIB-67-637 **Malawi:** crop situation and miscellaneous developments during the second quarter (Jan.-March) of the 1966-67 agricultural season 2 pp
DIB-67-638 **Malaysia/Singapore:** trip report to Malacca, Johore and Singapore, March 13-18, 1967 2 pp
DIB-67-639 **Mozambique:** crop outlook at end of second quarter (Jan.-Mar.) of 1966-67 agricultural season and miscellaneous developments 3 pp
DIB-67-640 Third National Congress of **Polish** state farm workers 7 pp
DIB-67-641 **Portugal:** agricultural situation —crop conditions as of Feb. 28, 1967. 2 pp
DIB-67-642 **Rhodesia:** 50m boost forecast if African farmers can raise output 2 pp
DIB-67-643 **Rhodesian** agricultural policy: Commerce claims "Super Board" will harm free enterprise 2 pp
DIB-67-644 **Rhodesia:** sanctions have little impact on food prices, say Salisbury grocers 2 pp
DIB-67-645 **Rhodesia:** Mr. Graylin reveals why farmers get into debt 3 pp
DIB-67-646 **Sweden:** higher import taxes 9 pp
DIB-67-647 **Turkey:** agricultural policy 8 pp
DIB-67-648 **U.K.** Minister of Agriculture speaks on entry into the EEC 9 pp
DIB-67-649 **USSR:** agricultural policy and programs 21 pp
DIB-67-650 **USSR:** 1967 state procurement plans for agricultural commodities 6 pp
DIB-67-651 **USSR:** problems of fruit and vegetable marketing 3 pp
DIB-67-652 **Zambia:** crop outlook at end of second quarter (Jan.-Mar.) of 1966-67 agricultural season and miscellaneous developments 6 pp

201—Meat & livestock

DIB-67-653 **Argentina:** livestock report 23 pp
DIB-67-654 **Austrian** hog cycle trending upward 1 pp
DIB-67-655 **Austria** sets up defences against African Swine Fever 1 pp
DIB-67-656 **Belgium:** livestock 11 pp
DIB-67-657 **Canada:** Charolais cattle imports 2 pp
DIB-67-658 **Canada:** French cattle leave quarantine 2 pp
DIB-67-659 **Canada:** hog survey March 1, 1967 3 pp
DIB-67-660 **Canada:** appointments to livestock feed and advisory boards 5 pp

DIB-67-661 **Germany:** livestock and meat products 8 pp
DIB-67-662 **Honduras** places large orders for livestock 1 pp
DIB-67-663 **Ireland:** Charolais cattle herd book 5 pp
DIB-67-664 **Ireland:** Angus cattle herd book 5 pp
DIB-67-665 **Liberia:** meat exports 1 pp
DIB-67-666 **Mexico:** livestock and meat—annual report 5 pp
DIB-67-667 **Netherlands:** livestock and meat—annual report 1966 25 pp
DIB-67-668 **New Zealand:** livestock and meat 14 pp
DIB-67-669 **Peru:** importation of 10,300 sheep planned 6 pp
DIB-67-670 animal husbandry in **Upper Volta** 10 pp
DIB-67-671 **Yugoslavia:** record beef exports in 1966 2 pp

2011—Hides & skins

DIB-67-672 **India:** post-devaluation export prospects—trends in hides & skins trade 8 pp

2015—Poultry, eggs & small game

DIB-67-673 Aruba **Netherlands Antilles:** poultry 5 pp
DIB-67-674 **Argentina:** poultry report 7 pp
DIB-67-675 **Australia:** poultry and egg situation 8 pp
DIB-67-676 **Austria:** poultry and eggs—annual 8 pp
DIB-67-677 **Brazil:** annual poultry report 9 pp
DIB-67-678 **Curacao, Netherlands Antilles:** poultry 5 pp
DIB-67-679 **Denmark:** poultry and eggs, 1966 5 pp
DIB-67-680 **France:** poultry & eggs—annual report for 1966 24 pp
DIB-67-681 **Germany:** poultry and eggs (Year 1966) 5 pp
DIB-67-682 **Iraq:** poultry and dairy products 6 pp
DIB-67-683 **Ireland:** poultry and eggs 10 pp
DIB-67-684 **Israel:** poultry report 10 pp
DIB-67-685 **Jamaica:** poultry 24 pp
DIB-67-686 **Japan:** poultry annual report 6 pp
DIB-67-687 **Lebanon:** annual poultry and egg report, 1966 2 pp
DIB-67-688 **Malaysia/Singapore;** poultry 70 pp
DIB-67-689 **Mexico**—annual poultry report 4 pp
DIB-67-690 **Netherlands:** poultry and eggs—calendar year 1966 9 pp
DIB-67-691 **Peru:** poultry and eggs, annual report 9 pp
DIB-67-692 **Spain:** poultry 10 pp
DIB-67-693 **Switzerland:** poultry & eggs annual report 2 pp
DIB-67-694 **Yugoslavia:** poultry (annual) 9 pp

202—Dairy

DIB-67-695 **Australia:** dairy legislation 8 pp
DIB-67-696 **Canada:** dairy support program, Apr. 1, 1967-Mar. 31, 1968 5 pp
DIB-67-697 **Finland:** annual dairy report, 1966 3 pp
DIB-67-698 **Italy:** dairy, annual 1967 15 pp
DIB-67-699 **Netherlands:** annual dairy report 30 pp
DIB-67-700 **Norway:** annual dairy report, 1966 9 pp
DIB-67-701 **Philippines:** annual dairy report 11 pp
DIB-67-702 **South Africa:** dairy products 1965-66 & 1966-67 7 pp
DIB-67-703 **Tanzania** plans large plant to achieve self-sufficiency in milk products 1 pp
DIB-67-704 **Venezuela:** dairy 15 pp

203—Fresh, canned & preserved fruits, vegetables and sea foods

DIB-67-705 **Italy:** trade opportunity—canned and frozen foods 1 pp

2034—Fruits & nuts

DIB-67-706 **Argentina:** dried fruit 4 pp
DIB-67-707 **Argentina:** citrus fruit 5 pp
DIB-67-708 **Australia:** canned fruit excise duty increased 5 pp
DIB-67-709 **Australia:** dried fruits situation—annual report 22 pp
DIB-67-710 **Australia:** citrus industry—annual report 7 pp
DIB-67-711 **Brazil:** citrus annual report 6 pp
DIB-67-712 **Brazil:** nuts 2 pp
DIB-67-713 **Chile:** citrus fruit 8 pp
DIB-67-714 **Chile:** dried fruits 11 pp
DIB-67-715 **Panama:** coconut disease 3 pp
DIB-67-716 **Greece:** dried fruits—table olives 9 pp
DIB-67-717 **Israel:** citrus situation in mid-March 2 pp
DIB-67-718 **Mexico:** pineapple news report 3 pp
DIB-67-719 **South Africa:** citrus fruit (marketing year Feb. 1-Jan. 31) 5 pp
DIB-67-720 **South Africa:** deciduous fruit—structural 5 pp
DIB-67-721 **Uruguay:** annual citrus fruit report 4 pp

2036—Fisheries

DIB-67-722 Possibility of **Brazilian** Government request for pilot fish protein concentrate plant 1 pp
DIB-67-723 **Danish** fisheries exports, 1966 10 pp
DIB-67-724 **Denmark:** Faroe Islands Exports, 1966 4 pp
DIB-67-725 **Ecuador:** investment opportunity in shrimp-packing plant 6 pp
DIB-67-726 Current Status of **Japanese** Fisheries 2 pp
DIB-67-727 **Mexico:** preliminary statistics on Baja California lobster production 1966-67 2 pp
DIB-67-728 **Mexican** fisheries, Jan.-Feb. 1967 1 pp
DIB-67-729 **Korean** firm purchases **Norwegian** cargo vessel for conversion to fisheries factory ship 1 pp
DIB-67-730 **Panamanian** fisheries—1966 7 pp
DIB-67-731 **Thailand:** fishing—1965 4 pp

2037—Vegetables

DIB-67-732 **Brazil:** annual potato report 4 pp
DIB-67-733 **Canada:** potato stabilization program 2 pp
DIB-67-734 **Venezuela:** potatoes 5 pp

204—Grains & feeds

DIB-67-735 **Australian** wheat and flour exports 3 pp
DIB-67-736 **Australia:** wheat quality—1966-67 crop 2 pp
DIB-67-737 **Canada:** intended acreage of principal field crops 1 pp
DIB-67-738 **Canada:** Ontario winter wheat reserve fund 1 pp
DIB-67-739 **Canada:** new study of feed grain costs in Eastern Canada 2 pp

DIB-67-740 **Central African Rep.:** grain and feed report 4 pp
DIB-67-741 **Germany:** differences in present German and proposed EEC grain quality standards 3 pp
DIB-67-742 Investment: proposed poultry feed mill in **Liberia** 3 pp
DIB-67-743 Use of **Mexican**-developed wheat seed in **Pakistan** 2 pp
DIB-67-744 **Peru:** imports of feed grains and soybeans restricted 3 pp
DIB-67-745 **Peru:** wheat mill purchased by U.S. interests 1 pp
DIB-67-746 **Rhodesia:** grains and feeds: £100,000 mill plant ordered 1 pp
DIB-67-747 **South Africa:** corn & grain sorghum production 3 pp
DIB-67-748 **Switzerland:** new cooperative factory for animal feeds 2 pp
DIB-67-749 **U.K.** supplies and requirements of cereals, 1966-67 7 pp
DIB-67-750 **USSR:** expansion of improved wheat varieties 2 pp
DIB-67-751 **USSR:** soil moisture conditions in the spring wheat area 3 pp
DIB-67-752 **Yugoslavia:** area seeded to winter crops, fall 1966 3 pp
DIB-67-753 **Yugoslavia:** wheat import tender 1 pp

2042—Fish meal

DIB-67-754 **Canada:** fish meal plant to be built at former Harmon Field, **Newfoundland** 2 pp
DIB-67-755 **Peruvian** fish meal allocations 2 pp
DIB-67-756 **Peruvian** fish meal production, shipments and stocks 4 pp

2044—Rice

DIB-67-757 **Costa Rica:** grain and feed—rice 2 pp
DIB-67-758 **Panama:** grain and feed—rice 3 pp
DIB-67-759 Rice study of **Viet-Nam:** provincial reports 11 pp

206—Sugar (gen.)

DIB-67-760 Brief review of sugar production in **Mainland China** 3 pp
DIB-67-761 **Indian** sugar supply position deteriorates 2 pp
DIB-67-762 **Rhodesia:** relief plans for private cane planters "inconsequential" 2 pp
DIB-67-763 **Spain:** sugar 3 pp
DIB-67-764 1966 report of the **U.K.** Sugar Board 3 pp
DIB-67-765 **Zambia:** Lusaka suffers from sugar shortage 1 pp

208—Beverages

DIB-67-766 **Australia:** hop situation 3 pp
DIB-67-767 **Yugoslavia:** hop gardens to be renewed 1 pp
DIB-67-768 **Yugoslavia:** visit to Belgrade brewery 2 pp
DIB-67-769 **Yugoslavia:** hops (semi-annual) 8 pp

209—Fats, oils & miscellaneous food products

DIB-67-770 **Argentina:** fats and oils report 18 pp
DIB-67-771 **Central African Rep.:** fats and oils report 5 pp
DIB-67-772 **Ceylon:** fats and oils: Jan.-Dec. 1966 9 pp
DIB-67-773 **Chile:** fats and oils 21 pp
DIB-67-774 **Colombia:** fats and oils 29 pp
DIB-67-775 **Congo (Kinshasa):** fats and oils report 3 pp
DIB-67-776 **Dahomey:** FAC & World Bank to finance oil palm plantation and factory complex 1 pp
DIB-67-777 **Denmark:** fats and oils, 1966 foreign trade statistics 18 pp
DIB-67-778 **Ecuador:** fats and oils 17 pp
DIB-67-779 **France:** fats and oils—annual report 1966 43 pp
DIB-67-780 **Germany:** fats, oils, oilseeds, cakes and meals 2 pp
DIB-67-781 **Ghana:** fats and oils 13 pp
DIB-67-782 **Guatemala:** fats and oils annual 22 pp
DIB-67-783 **India** authorizes use of domestic solvent-extracted oil for edible purposes 3 pp
DIB-67-784 **Iran:** fats and oils 17 pp
DIB-67-785 **Israel:** honey production 2 pp
DIB-67-786 **Ivory Coast:** fats and oils 1 pp
DIB-67-787 **Jamaica:** fats and oils 5 pp
DIB-67-788 **Liberia:** fats and oils 1 pp
DIB-67-789 **Malawi:** fats and oils: tung annual 5 pp
DIB-67-790 **Malaysia/Singapore:** annual fats and oils report 37 pp
DIB-67-791 **Panama:** vegetable oils 5 pp
DIB-67-792 **Peru:** fats and oils, annual report 23 pp
DIB-67-793 **Sierra Leone:** fats and oils 1 pp
DIB-67-794 **France** signs peanut agreement with Togo 1 pp
DIB-67-795 **Trinidad & Tobago:** fats and oils 11 pp
DIB-67-796 **Tunisia:** fats and oils—production and consumption 4 pp
DIB-67-797 **Turkey:** fats & oils 8 pp

2099—Coffee, tea, spices

DIB-67-798 **Brazil:** coffee (soluble) 1 pp
DIB-67-799 **Ivory Coast:** coffee exports 2 pp

21—TOBACCO

211—Tobacco

DIB-67-800 **Argentina:** tobacco report 9 pp
DIB-67-801 **Australia:** tobacco situation 7 pp
DIB-67-802 **Austria:** tobacco—annual 19 pp
DIB-67-803 **Belgium:** tobacco—annual report 11 pp
DIB-67-804 **Brazil:** tobacco situation 3 pp
DIB-67-805 **Canada:** tobacco report 17 pp
DIB-67-806 **Chile:** tobacco 4 pp
DIB-67-807 **Colombia:** tobacco 15 pp
DIB-67-808 **Congo (Kinshasa):** tobacco report 2 pp
DIB-67-809 **Ecuador:** tobacco 9 pp
DIB-67-810 **Finland:** tobacco report—annual 1966 6 pp
DIB-67-811 **France:** tobacco: 1966 annual report 11 pp
DIB-67-812 **Greece:** tobacco 15 pp
DIB-67-813 **Guatemala:** tobacco annual 11 pp
DIB-67-814 **Ireland:** tobacco 11 pp
DIB-67-815 **Israel:** tobacco report 7 pp
DIB-67-816 **Italy:** tobacco, spring 1967 3 pp
DIB-67-817 **Japan:** tobacco annual report 1 pp
DIB-67-818 **Jordan:** tobacco 6 pp
DIB-67-819 **Lebanon:** tobacco 6 pp
DIB-67-820 **Malaysia/Singapore:** tobacco 17 pp
DIB-67-821 **Mexico:** tobacco—annual report 5 pp
DIB-67-822 **Netherlands:** tobacco—annual report 1966 11 pp
DIB-67-823 **New Zealand:** tobacco 9 pp
DIB-67-824 **Nigeria:** tobacco 9 pp
DIB-67-825 **Peru:** tobacco, annual report 13 pp
DIB-67-826 **Philippines:** tobacco 11 pp
DIB-67-827 **Portugal:** tobacco 6 pp
DIB-67-828 **Rhodesia:** tobacco annual 3 pp
DIB-67-829 **Rhodesia:** tobacco sales begin in Salisbury 1 pp
DIB-67-830 **South Africa:** tobacco (marketing year begins Dec. 1) 7 pp
DIB-67-831 **Spain:** tobacco 9 pp
DIB-67-832 **Spain:** tobacco marketing regulations for 1967-68 1 pp
DIB-67-833 **Sweden:** tobacco—annual report 16 pp
DIB-67-834 **Switzerland:** tobacco 4 pp
DIB-67-835 **Syria:** annual tobacco report 9 pp
DIB-67-836 **Thailand:** tobacco production and trade 14 pp
DIB-67-837 **Tunisia:** tobacco—Production and trade 3 pp
DIB-67-838 **Turkey:** tobacco 10 pp
DIB-67-839 **Turkey:** 1966 Aegean tobacco market 4 pp
DIB-67-840 **UAR:** tobacco report 5 pp
DIB-67-841 **United Kingdom:** tobacco 12 pp
DIB-67-842 **Uruguay:** tobacco report 4 pp
DIB-67-843 **Venezuela:** tobacco 4 pp
DIB-67-844 **Yugoslavia:** tobacco 8 pp
DIB-67-845 **Zambia:** tobacco annual 6 pp
DIB-67-846 New tobacco system for **Zambia** 1 pp

22—TEXTILES

220—Textiles (gen.)

DIB-67-847 **Japanese** firms to try joint production of acrylic fiber 2 pp
DIB-67-848 Declining cotton fabric exports as a result of increasing **Japanese** cotton yarn prices 5 pp
DIB-67-849 Anxieties over difficulties facing the **U.K.** cotton textile industry 3 pp
DIB-67-850 **Yugoslavia:** textile industry 2 pp
DIB-67-851 **Yugoslavia:** cotton textile branch office established in Paris 1 pp

221—Cotton

DIB-67-852 **Australia:** cotton situation—semi-annual report 7 pp
DIB-67-853 **Central African Rep.:** semi-annual cotton report 5 pp
DIB-67-854 **Chad:** semi-annual cotton report 7 pp
DIB-67-855 **Congo (Kinshasa):** semi-annual cotton report 3 pp
DIB-67-856 **Germany:** cotton—Nov. 1966-Jan. 1967, current situation and outlook 13 pp
DIB-67-857 **Sweden:** cotton—semi-annual report 7 pp
DIB-67-858 **Syria:** semi-annual cotton report 8 pp
DIB-67-859 **Turkey:** cotton 3 pp

222—Man-made fibers

DIB-67-860 **Brazil:** data for world survey of man-made fiber production 3 pp
DIB-67-861 **Czechoslovakia:** data on man-made textile fiber survey 4 pp
DIB-67-862 **Denmark:** data for world survey of man-made fiber production, 1966 4 pp
DIB-67-863 **India:** world survey of man-made fiber production, 1966 7 pp

DIB-67-864 **Pakistan:** world survey of man-made fiber production 4 pp
DIB-67-865 **Spain:** world survey of man-made fiber production, 1966 3 pp
DIB-67-866 **Switzerland:** world survey of man-made fiber production, 1966 3 pp
DIB-67-867 **Thailand:** world survey of man-made fiber production, imports and exports 3 pp
DIB-67-868 **Turkey:** production of man-made textile fibers 4 pp
DIB-67-869 **Venezuela:** world survey of man-made fiber production—1966 4 pp

223—Wool

DIB-67-870 **Canada:** 1966-67 wool deficiency payment 1 pp

225—Knitting mills

DIB-67-871 **Congo (Brazzaville):** Chinese textile factory 3 pp

229—Fibers

DIB-67-872 **India:** soft fibers 13 pp
DIB-67-873 **India:** import subsidies on raw jute and mesta expire 1 pp
DIB-67-874 **Pakistan:** semi-annual jute report 1966-67 2 pp

26—PAPER & ALLIED PRODUCTS

DIB-67-875 **Finland:** pulp, paper, and paperboard outlook for 1967 3 pp

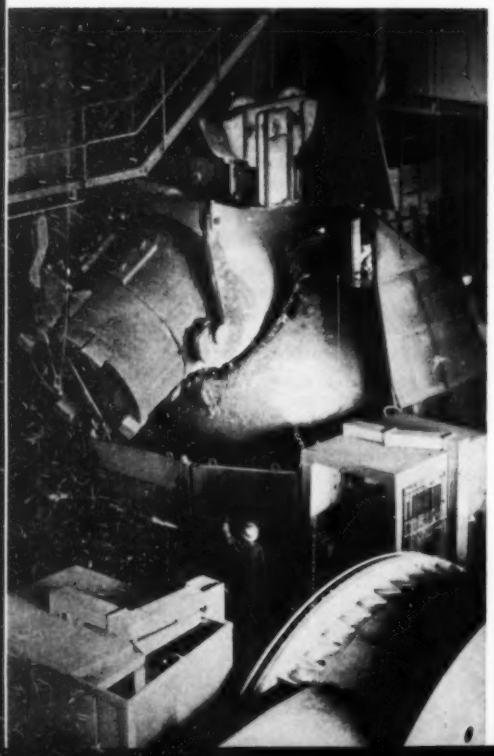
28—CHEMICALS & ALLIED PRODUCTS

280—Chemicals (gen.)

DIB-67-876 Chemical industry in **U.K.**—1966 10 pp

281—Industrial inorganic & organic chemicals

DIB-67-877 **Indonesia:** bauxite mining figures 1 pp



282—Plastics

DIB-67-878 **Greek** regulations on coloring materials used in plastic utensils for food & beverages 7 pp

284—Soap, cleaning & toilet preparations

DIB-67-879 **Brazil:** sugar and tropical products—carnauba wax 3 pp

286—Gum & wood chemicals

DIB-67-880 **Turkey:** naval stores 3 pp

287—Agricultural chemicals

DIB-67-881 **Pakistan:** investment opportunity in triple superphosphate fertilizer plant 2 pp

289—Miscellaneous chemicals

DIB-67-882 Consumption of explosives in **Tanzania** 2 pp

29—PETROLEUM REFINING & RELATED PRODUCTS

291—Petroleum & related products

DIB-67-883 **Bechuanaland:** oil airlift from Francistown to Livingstone 1 pp
DIB-67-884 **Brazil:** exploitation of shale deposits, Sao Mateus do Aul, Parana 4 pp
DIB-67-885 **Canada:** new oil field in Manitoba, near U.S. border 1 pp
DIB-67-886 **Colombia:** progress report on Ecopetrol's five-year development plan 4 pp
DIB-67-887 **Denmark:** petroleum processing & refining, 1966 2 pp
DIB-67-888 **Finland:** amount of crude oil processed & production of refined products, 1966 2 pp
DIB-67-889 **France:** memorandum by ERAP, ENI and **German** companies on EEC petroleum policy (French Text) 4 pp
DIB-67-890 Crude petroleum production in **Indonesia**—data for fourth qtr. 1966 2 pp
DIB-67-891 **Iraq:** production & exports, petroleum, first qtr. 1967 1 pp
DIB-67-892 Petroleum notes on **Sabah** and **Brunei** 3 pp
DIB-67-893 **Philippine** imports of crude oil and foreign trade in refined petroleum products, fourth qtr. 1966 3 pp
DIB-67-894 **UAR** crude oil production 1 pp
DIB-67-895 **U.K.:** proposed discrimination against American & British oil companies 2 pp

32—STONE, CLAY, AND GLASS PRODUCTS

324—Cement

DIB-67-896 **Poland:** new cement facilities may prove inadequate for country's needs 1 pp

325—Structural clay products

DIB-67-897 **Italy:** ceramic tile 2 pp
DIB-67-898 **Japan:** ceramic tile 17 pp

33—PRIMARY METAL PRODUCTS

332—Iron & steel

DIB-67-899 Preliminary survey of large iron & flourspar reserves in **Mozambique** 9 pp
DIB-67-900 **Philippine** iron ore production & exports, second half 1966 1 pp
DIB-67-901 **British** interest in **Rhodesian** steel 2 pp

333—Metals & minerals

DIB-67-902 **Canada:** new molybdenum deposit discovered in **Newfoundland** 1 pp
DIB-67-903 **India:** minerals & petroleum status report, fourth qtr. 1966 5 pp
DIB-67-904 **Indonesia:** 1966 monthly production figures for various metals, including tin, bauxite & manganese 2 pp
DIB-67-905 **Israel:** stocks of polished diamonds rise; plants to close for two weeks of leave 1 pp
DIB-67-906 **Japan:** titanium sponge & slag production: quarterly statistical report, Oct.-Dec. 1966 1 pp
DIB-67-907 **Korea's** mineral export goal for 1967 2 pp
DIB-67-908 **Korea's** mineral exports reach $4.5 million 1 pp
DIB-67-909 **Korean** tungsten stocks 1 pp
DIB-67-910 Some factors bearing on new mining ventures in **Peru** 14 pp
DIB-67-911 **Philippine** copper production, second half 1966, 2 pp
DIB-67-912 **Poland:** first export shipments of aluminum from Konin 1 pp
DIB-67-913 **Portugal:** production & foreign trade in Wolfram & Beryl, fourth qtr. 1966 1 pp
DIB-67-914 **South Africa** to produce electrolytic zinc from Southwest African ore 3 pp
DIB-67-915 Tungsten resources of **Turkey** 10 pp
DIB-67-916 Investment opportunities in **Turkish** mining ventures 5 pp
DIB-67-917 **U.K.** foreign trade in cobalt—annual report 1 pp

35—MACHINERY, EXCEPT ELECTRICAL

352—Farm machinery & equipment

DIB-67-918 **Nicaragua:** agricultural machinery & equipment production & trade statistics 8 pp

355—Special industry machinery

DIB-67-919 Possibility of skiing industry in **Lesotho** 2 pp

357—Office, computing & accounting machines

DIB-67-920 **Romanian** interests in **British** computers 2 pp
DIB-67-921 **British** business machines industry outlook 5 pp

358—Service industry machinery

DIB-67-922 **Iraq** bans importation of evaporative air coolers 2 pp

36—ELECTRICAL MACHINERY, EQUIPMENT, AND SUPPLIES

360—Electrical & electronic machinery & equipment

DIB-67-923 **Sweden:** electrical equipment outlook 6 pp

366—Communication equipment

DIB-67-924 **Canada:** aid to **Nigeria** for telecommunications 1 pp
DIB-67-925 **Colombia:** report on Ministry of Communications and Dependent Institutions 12 pp
DIB-67-926 **Pakistan:** President Ayub lays foundation stone for East Pakistan's first telephone factory 1 pp
DIB-67-927 **Paraguay:** market for satellite earth station equipment & related engineering services 2 pp
DIB-67-928 **Spain:** public telephone & telegraph services for **Spanish Sahara** 9 pp
DIB-67-929 **Sweden:** market for satellite earth station equipment & related engineering services 3 pp

367—Electronic components & accessories

DIB-67-930 **U.K.:** electronic equipment 9 pp

37—TRANSPORTATION EQUIPMENT

371—Motor vehicle & motor vehicle equipment

DIB-67-931 **Canada:** operation of General Motors Plant at Ste. Therese, P. Quebec 3 pp
DIB-67-932 **Canada:** American Motors cuts production of Rambler American 1 pp
DIB-67-933 **Thailand:** ECAFE: low-priced all-purpose vehicle for Asia 4 pp

372—Aircraft & parts

DIB-67-934 **Netherlands:** visit to Fokker aircraft factory 3 pp
DIB-67-935 **Netherlands:** exports of aircraft parts and components, aviation equipment and accessories 5 pp

38—PROFESSIONAL, SCIENTIFIC & CONTROLLING INSTRUMENTS; PHOTOGRAPHIC & OPTICAL GOODS, WATCHES & CLOCKS

380—Professional & scientific instruments

DIB-67-936 **Sweden:** scientific, industrial & technical instruments outlook 5 pp

382—Measuring & controlling instruments

DIB-67-937 **Netherlands:** firms wish to import industrial and scientific measuring, regulating, checking & recording equipment 9 pp

386—Motion pictures & photographic equipment

DIB-67-938 **India:** U.S. and foreign entertainment films (35 mm): outlook report—1967 10 pp
DIB-67-939 Outlook for **Italian** film industry 5 pp
DIB-67-940 **U.K.** TV film industry and its exports 2 pp

41—HIGHWAY TRANSPORTATION

411—Passenger transportation

DIB-67-941 **Brazil:** Prefeitura de **Sao Paulo** signed a protocol with a **German** consortium for the Sao Paulo Metro 2 pp

44—WATER TRANSPORTATION

440—Water transportation & related services

DIB-67-942 **Yugoslav** shipping and shipbuilding 2 pp

45—AIR TRANSPORTATION

450—Air transportation & related services

DIB-67-943 Civil aviation in **Lesotho** 3 pp
DIB-67-944 **Spain:** recent developments in civil aviation 2 pp
DIB-67-945 **Togo:** progress on Lome Airport improvements to accommodate jet service noted 1 pp
DIB-67-946 **U.K.:** Aircraft Procurement Policy 3 pp
DIB-67-947 **U.K.:** Civil Aviation: BEA Re-Equipment Program—second phase aircraft order rejected by Government 2 pp

46—PIPELINE TRANSPORTATION

460—Pipeline transportation

DIB-67-948 **Canada:** Government approves interprovincial pipe line proposal 10 pp

49—ATOMIC, ELECTRIC, GAS, AND SANITARY SERVICES

492—Natural gas

DIB-67-949 **Netherlands:** Groningen natural gas reserves 50% higher 1 pp

494—Water supply

DIB-67-950 Cloud-seeding a success in **Israel** 2 pp

95—MARKETING INFORMATION

951—Statistical data

DIB-67-951 **Austria:** U.S. share of market—Feb. 1967 1 pp
DIB-67-952 **Belgium:** U.S. share of BLEU import market 1 pp
DIB-67-953 **Germany:** U.S.-German Trade, Jan. 1967 2 pp
DIB-67-954 **Korea:** current economic trends, Mar. 14, 1967 17 pp
DIB-67-955 Industrial turnover in the **Netherlands,** 1966 2 pp

952—Market conditions

DIB-67-956 **France:** trade with **U.S.** in 1966 and outlook for 1967 14 pp
DIB-67-957 **Germany:** market share reports 7 pp
DIB-67-958 **India's** State Trading Corporation and foreign trade 12 pp
DIB-67-959 **Indonesian** Government policy concerning return of taken-over foreign business 3 pp
DIB-67-960 **Korean** trade plan for first half of 1967 94 pp
DIB-67-961 **U.K.:** BBC radio program, "The American Business Invasion" 16 pp
DIB-67-962 **Yugoslav** firms seek **American** equipment 2 pp

98—ECONOMIC REPORTING

980—Economic (gen.)

DIB-67-963 **Congo (Kinshasa):** annual report of Chamber of Commerce and Industry of **Katanga** 15 pp
DIB-67-964 **Dominican Republic:** Santo Domingo merchants report reduced sales during first months of 1967; disappointing but not alarming 5 pp
DIB-67-965 **German** transport policy 4 pp
DIB-67-966 **German** economic activity: recessionary tendencies still evident 3 pp
DIB-67-967 **Germany:** economic outlook in Northrhine-Westphalia continues to deteriorate; recession may be deepening 6 pp
DIB-67-968 Converting **Ghana's** State Corporation 7 pp
DIB-67-969 Bank of **Greece** Governor Zolotas reviews state of Greek economy 5 pp
DIB-67-970 **Italy:** Fourth Congress on Economic Problems of Tourism 2 pp
DIB-67-971 **U.K.:** bank comment on **Tanzanian** bank nationalization 2 pp
DIB-67-972 Hotels and tourism in **Thailand** 11 pp
DIB-67-973 **Bangkok:** Asian Institute for Economic Development and Planning 5 pp
DIB-67-974 **U.K.** Government shareholdings 3 pp
DIB-67-975 **U.K.:** mergers and the Government 2 pp

984—Economic (fourth qtr.)

DIB-67-976 **Ecuador:** economic summary, fourth qtr. 1966 21 pp
DIB-67-977 **Korea:** quarterly economic summary, Oct.-Dec. 1966 18 pp

986—Economic (annual)

DIB-67-978 Economic summary, fourth qtr. 1966 22 pp
DIB-67-979 **Malawi:** annual economic report 1966 12 pp
DIB-67-980 **Nepal:** economic summary, 1966-67 24 pp
DIB-67-981 **Curacao:** economic summary—1966 6 pp
DIB-67-982 **Uganda:** economic summary 1966 11 pp

987—Economic (monthly)

DIB-67-983 **Brazil:** political summary, **Para State** Mar. 1-25, 1967 6 pp
DIB-67-984 **Brazil:** monthly summary, **Rio Grande do Sul** Mar. 1967 6 pp
DIB-67-985 **Brazil:** monthly summary, **State of Bahia** Mar. 1967 6 pp

Export day for Michigan

75 of state's traders explore world markets at Detroit World Trade Club Conference

Representatives of about 75 Michigan firms recently attended an all-day export sales conference put on by the Committee of American Steamship Lines (CASL) and the World Trade Club of Detroit, with the assistance of the Michigan Regional Export Expansion Council.

Participants at the morning session at Detroit's Veterans Memorial Building heard speakers describe the challenge of world markets, export packing, transportation, and a marketing panel review business prospects in Europe, the Far East, South America and the Mediterranean.

After a working lunch, the conferees split up into ten individual discussion groups covering: transportation, export packing, Africa and Australasia, South America, Mediterranean, Europe, Northern Europe and South America, freight forwarding, banking services, and U.S. Government services provided by the Dept. of Commerce.

G. Mennen Williams, former Asst. Sec'y of State for African Affairs, spoke to the dinner meeting on "The Emerging Markets of Africa."

POINTING TO PROFITS, Joseph A. Medernach of CASL (with globe, above) shows Frank A. Alter, Commerce Field Office Director, Farrell Lines' Peter McChesney, and banker Gerald O'Neill a likely market for Michigan goods. In other picture, Thomas Roseme of U.S. Lines, Robert Barrie of CASL, and Jack Sundelson of Seaway Assoc. discuss exports. Below, Carl Rush, Chester Menendez, and Irving Christopherson describe the road to export success.

TASTING AMERICAN WINES at the U.S. Embassy in Dublin, Irish buyers proclaimed them equally as good as their European counterparts. The event was the first U.S. wine tasting function in Ireland.

Irish connoisseurs acclaim American wines in tasting ceremony held at U.S. Embassy

Good sales potential for U.S. firms undertaking sustained publicity; three major vintners represented in first sales promotion in Ireland

In an effort to promote the sale of American wines in Ireland, the U.S. Embassy in Dublin staged the first American Wine Tasting function to be held in that country. This successful promotion—planned by Roland J. Berardo, the Embassy's Economic Officer—was attended by almost 200 persons.

Officials from the trade constituted the largest number of the guests, but high-level government and business executives, members of the American community residing in Ireland, and the press also attended.

The selection of wines presented included those from three large, well-known American firms: Christian Brothers, Taylor and Paul Masson. In addition to the literature and posters which were supplied by the companies, the Embassy prepared its own handouts, and to assess as accurately as possible the reaction to American wine, a comprehensive questionnaire.

On the basis of evaluation of the 90 questionnaires that were returned, acceptance of the wines was highly favorable. In fact, over 75% of the responses stated that the wines were on a par with their European counterparts.

A number of major wine and spirits merchants in Ireland considered the wine-tasting function to be highly successful in every respect, and are presently examining the possibility of buying American wines.

There are no trade barriers affecting wine imports into Ireland except customs duties, which are imposed at the same rate on both American and European wines. The essence of the problem of selling American wines in Ireland consists of shifting the loyalities of the Irish consumer away from the European to the American varieties. This can be accomplished, but only if the local and U.S. firms are willing to undertake a sustained publicity campaign.

Bangkok Center plans refrigeration exhibit

Market survey pinpoints demand for industrial, medical, home units

American makers of refrigerator equipment will take another step into Thailand's large industrial and consumer markets through a Department of Commerce sales promotion show at the U.S. Trade Center in Bangkok, Aug. 16-24.

Export potentials for U.S. equipment are especially promising. Thailand now imports about 75 percent of its refrigeration needs, according to market studies by the Commerce Department. Thai production is limited to the assembly of imported components.

New construction projects in Bangkok and in the provinces create excellent sales prospects for U.S. refrigeration equipment. In addition, the declining cost of electricity has stimulated wider use of electrical machinery and appliances.

U.S. products are well known in Thailand for their high quality, durability and design. Thailand imported more than $3.4 million worth of refrigeration equipment in 1965. Of that total, the United States supplied about $1.5 million worth.

The Thai Government imposes few licensing and exchange controls. The Commerce market survey pinpoints good business opportunities for the following products:

- ► Industrial and commercial refrigeration units.
- ► Domestic refrigerators and freezers —gas and electric 4 to 16 cu. ft.
- ► Medical refrigeration units.
- ► Commercial ice-making machines.
- ► Commercial water coolers.

The Trade Center show will bring buyer and seller together through a market development program now in progress. An agency-finding service for U.S. exhibitors not represented in Thailand also is in operation.

U.S. manufacturers of refrigeration equipment have been especially successful at selling in Thailand through past Commerce export promotions at the Bangkok Trade Center.

U.S. firms interested in taking part in the August Trade Center show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WOrth 7-5622), or from any of the Department's 42 Field Offices.

SAMPLES OF LATEST FASHION STYLES whirled across the stage of London's Mayfair Theatre as the American Exporters of Fashion gave a preview of Fall-Winter 1967-68 collections to capacity audiences.

American Exporters of Fashion show latest U.S. styles in tour of four European cities

Berlin, Zurich, Munich, London are ports of call for nine prominent designers in combined mobile trade fair/trade mission sales promotion

"A smash hit," said German buyers. "An excellent show," declared Swiss department store and clothing shop representatives. "Stunning . . . fabulous . . . exciting!" exclaimed the London fashion community as the American Exporters of Fashion toured Europe in a combined mobile trade fair/trade mission.

The AEF group, consisting of nine top U.S. fashion designers, showed their fall and spring lines for the coming year to trade buyers in Berlin, Munich, Zurich, and London from Apr. 10-28.

Starting with the semiannual Berlin "Durchreise" fashion show, the appearance of the AEF show in each city was timed to coincide with local fashion events. Participants in the showing were such famous names of fashion as Abe Schrader, Anne Fogarty, Alyssa-Helen Lee, Gino Charles, Kimberly Knitwear, Malcolm Starr, Modelia, Sportwhirl, and Jerry Silverman. The show was coordinated by Eleanor Lambert, one of the fashion oracles who decide the yearly list of "Ten Best Dressed Women."

"We tried to cover markets ready and waiting for American clothes," Miss Lambert explained. With final results not yet in from the British promotion, the nine fashion houses in the AEF group listed sales expectations of more than $500,000. In Germany alone, 42 new accounts were established.

The fashion show which toured Europe was unique in its presentation, and drew frequent comments that it made other previous clothing exhibits seem dull by comparison. The production, entitled "Fashion in Dance," premiered on the first day of the Berlin Durchreise. Playing to a standing-room-only audience of over 400 press corps members, buyers, and manufacturers, all the new fashions were displayed in dance numbers performed by a score of models. The combination of professional entertainment with the traditional features of a fashion showing was praised by the German press.

Hitting the road, the American design show appeared for one-day stands in Munich and Zurich, to capacity audiences, then moved on to London for two shows at the Mayfair Theatre, and a total audience of 600 there.

British television and daily press covered the event, as did the trade journals in the country. Harrods, Ltd., a fashionable London department store, widely publicized the fact that they had in stock the spring and summer lines of the AEF designers, and the U.S. clothing was displayed prominently in Harrods' Knightsbridge store.

Harrods took advantage of the visit of the U.S. fashion show to announce that it will hold an America Weeks promotion of U.S. products in the spring of 1968.

Environmental test tools to be exhibited at London this fall

Much equipment needs replacing; $25 million market calls U.S. firms

In a drive for more export business, American test equipment manufacturers will cross the Atlantic this fall for a Department of Commerce sales promotion show aimed at Britain's $25 million market for environmental simulation and control equipment. Set for Sept. 13-21 at the U.S. Trade Center in London, the show will be a first-of-its-kind in Great Britain.

British industry buys about $25 million worth of environmental test equipment annually, according to a market study made in cooperation with the Institute of Environmental Sciences of Mt. Prospect, Ill. Much of its "first generation" equipment now is 5 to 10 years old and soon will need to be replaced or supplemented, and purchases are expected to reach $35 million in the near future.

With this promising prospect for new export business, U.S. environmental test equipment makers plan to exhibit their latest lines at the Trade Center show. To support their sales efforts, a broad market development program is underway to tell British buyers and end users about the products to be displayed. An agency-finding service for firms not represented in the British market also is in operation.

Britain's aerospace industry seeks advanced equipment for tests on missile and air frames and on electronic, mechanical and hydraulic engines and components.

Business opportunities are especially good for the following products:

- ► Vibration equipment—sinusoidal and random (1,000 to 30,000 lbs. force).
- ► Chambers—altitude, humidity and high and low temperature.
- ► Shock equipment and associated instruments.
- ► Other test equipment—centrifuges, solar simulation, explosion, sand and dust, rain and sunshine, ozone.

Further information may be obtained from the Bureau of International Commerce (code 932), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WOrth 7-5506), or from any of the Department's 42 Field Offices.

BRITISH VISITORS to the London Trade Center show of high vacuum equipment (above left) discuss the features of machinery displayed by F. J. Stokes International. Company president R. M. Ward (at right in above right photo) shows products of his Ultek Corp. to a potential buyer (at left).

Exhibitors pleased at high vacuum show

High quality audience yields new agents, $1 million sales forecast

All 20 U.S. firms represented in a brief five-day show of high vacuum equipment at the London Trade Center, Apr. 10-14, came away pleased with the results of their participation. Contacts were made and new agencies were established for long-term representation.

Eleven firms were new to the market, and four of these were actively seeking agents. By the close of the show, all four had either signed representatives or were in the process of final negotiations.

Attendance totaled 751, of whom the majority were considered to be exceptionally high-caliber sales prospects. Off-the-floor sales were low, as had been expected for this type of product—$2500—but 12-month sales estimates from the exhibitors amounted to $1 million.

Numerous sales leads were reported which are now being followed up. The 11 new-to-market firms all had U.S. representatives manning their booths, and all noted that they had attained the objectives of their participation and indicated that the United Kingdom offers a definite and growing market for their high vacuum equipment.

All exhibitors expressed confidence that their products are competitive from both price and quality standpoints.

LOCAL SALES AGENT for Consolidated Vacuum Corp. (above left) shows equipment to visiting trade journal writer. Representative of Ad. Auriema Inc. (below left) shows products represented by his firm.

U.S.-Spain trade is robust

Unprecedented growth of tourism helps raise demand for imports

By WAYLAND B. WATERS

Commercial Attache, U.S. Embassy, Madrid

Despite certain difficulties caused by the stabilization measures introduced during the past year, prospects continue good for increasing market opportunities in Spain for many products from the United States.

As Spain's economic progress continues, her requirements for goods and services from abroad are growing and diversifying. These are not only needed to supply the inputs for her own export industries, but to satisfy the growing demand in the domestic market for a variety of semimanufactures and consumer goods not locally produced, and for which rising per-capita income has created a new demand.

Spaniards' interest in foreign goods has been aroused by the unprecedented level of tourism in recent years, with over 17 million visitors from abroad in 1966—more than one visitor for every two Spaniards—nearly three-quarters of a million of them from the United States. Such an influx of tourists has necessitated a high level of imports of foreign products.

While intended initially to satisfy tourist requirements, the availability of such products has awakened Spanish interest in foreign merchandise.

Significantly, Spain's major department store chain held an "America Week" at its principal stores this past year, with notable success. America's principal mail-order chain has recently opened its first European retail store in Barcelona, and plans are underway for another to commence operations in Spain.

Produces U.S. auto

An American automobile is now produced in Spain, and familiar trade names are much in evidence on television sets, radio receivers and other household appliances, tobacco products, as well as office machines and equipment.

These forces combined in 1966 to bring the United States to first place among Spain's suppliers and to maintain its position as Spain's principal customer. Opportunities for sales should continue to grow during the year ahead, although perhaps not at the same high rates which have characterized the past decade of phenomenal growth.

Growing U.S. business activity and trade are also reflected in the activities of the American Chamber of Commerce in Spain—the largest Chamber outside the United States—which is celebrating its 50th anniversary this year.

Opportunities for exports to Spain should be favorable in the areas which support Spain's own major needs, particularly in foodstuffs and agricultural products. Machinery to cultivate, harvest, pack, preserve, and distribute food should have substantial possibilities.

Machines for the manufacture of shoes and other personal leather articles, electronic equipment and components, hotel and restaurant equipment and highway and public works construction equipment should also find a market in Spain.

Market possibilities were demonstrated in 1966 by the high volume of sales resulting from the official U.S. trade exposition of American commercial and industrial refrigeration equipment in Madrid. This highly successful show is being followed by an exposition of U.S. products for the tourist industry at the Barcelona Trade Fair in June—the first of three such exhibitions in Europe of the "Tourex/67" series.

On the negative side, the range of competition from abroad for the growing Spanish market will certainly also increase, chiefly from traditional suppliers in the United Kingdom and the Common Market countries. Substantial increases are anticipated in imports of a number of items from Eastern Europe, following Spain's trade initiative in this area.

Spain devoted particular attention to Latin American countries this past year, with official trade missions to both Central and South America.

There was, additionally, a major Government tourism conference in Madrid with delegations from Latin America, Portugal and the Philippines. This year the first of a series of annual conferences on trade with Latin America, with delegates from Latin American countries and observers invited from the United States and Canada, was inaugurated in Seville.

While the Government ministries and sectors of business most concerned are aware that Spain's notable economic advances have been aided substantially by the liberalization of trade and investment from abroad, there has been growing concern particularly in 1966, over Spain's trade deficit.

As a result, pressure is being exerted with increasing vigor by protectionist elements within Spain. On imports of liberalized items, for example, there has been evidence already of stricter surveillance to verify that the product corresponds to the invoice and is priced at normal market rates. This development may portend delays in removal or reduction of the import quotas and restrictions which still remain.

In addition, it may slow somewhat the growth of effective demand for U.S. imports. However, as initially noted, prospects will certainly remain good for many U.S. products even if future growth in Spain should proceed at a more moderate rate than in the past.

U.S. exports up 14%

The U.S. trade record for 1966—a stabilizing year—show what can be done. U.S. exports to Spain rose by 14% over the previous year to nearly $600 million. Spain's 1966 exports to the United States increased in even greater proportion, by 28%, to over $145 million, and for the first quarter of 1967, were up by a spectacular 65% above 1966 levels.

Although U.S. exports to Spain during the first quarter of 1967 maintained the same 16.7% share of Spain's imports as in the first quarter of 1966, the dollar value declined slightly, by about 0.7%.

Further opportunities in Spain are expected in the year ahead, although competition in the market will surely increase and a slower growth of demand, resulting from continuing stabilization measures, may continue.

U.S. exporters of most goods will need even more alert and aggressive salesmanship to maintain or increase their share of the Spanish market.

Gabon's development plan goals are ambitious but realistic; private investors are welcome

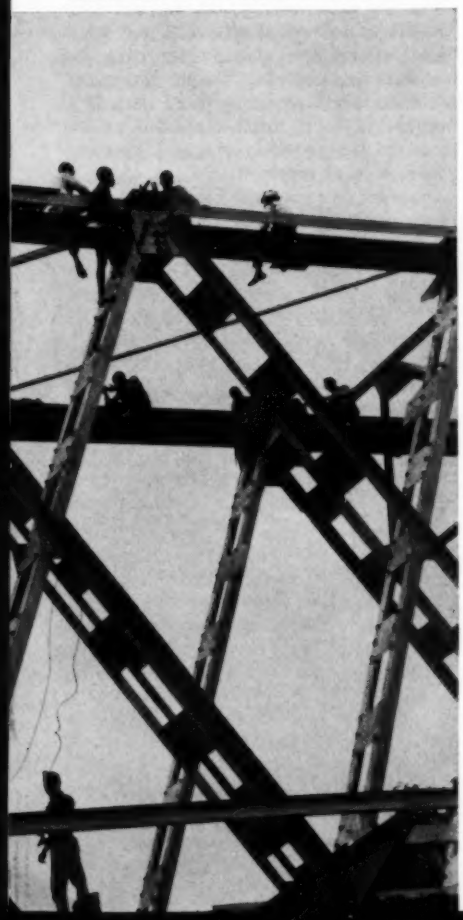
U.S. is second only to France as nation's trading partner; investment guaranty agreement protects U.S. firms' operations

The potential for further economic growth in Gabon is considerable. Currently guided by an aspiring but realistic Five Year Plan which went into effect in mid-1966, the economy has been expanding at a healthy 6.6% per year and should show an even greater expansion rate in the immediate future, as well as a more balanced economic growth.

Gabon's 1965 GNP of $205 million reflects a per capita GNP of $325, the highest among the countries which formerly constituted French West Africa.

The mineral sector, accounting for 56.4% of the value of total Gabonese exports in 1965, has been expanding the output of petroleum, manganese ore, and uranium ore, while the forestry sector, comprising 40.3% of the country's exports, remains a valuable production asset.

OKOUME WOOD OPERATIONS are being shifted to the interior as coastal sources become depleted. These workmen are constructing a bridge on a railroad line into the interior. (World Bank Photo)



Gabon's manufacturing sector is small, but the country is attempting to broaden its economic base to become more self-sufficient in light industrial production.

France is Gabon's leading trading partner, accounting for 58.5% of the nation's total 1965 imports of $62.9 million and 46% of total exports valued at $105.7 million.

The United States ranked as Gabon's second most important trading partner in 1965, taking 22% of Gabon's exports and furnishing 11.7% of her imports. U.S. exports to Gabon in 1966 totaled $4.9 million, principally machinery and transport equipment, while U.S. imports from Gabon totaled $12.4 million, mainly manganese ores and concentrate, and wood veneer and plywood.

Gabon is an associate member of the European Economic Community (EEC) and a member of the Central African Economic and Customs Union (UDEAC), which applies a common external tariff (CXT) favoring the EEC and several other African countries. Items which are imported for certain developmental industries, however, are exempted from all or part of the CXT and other import taxes.

Given Gabon's political stability, its good natural resource base, and the Government's favorable attitude toward private enterprise and foreign investment, conditions are most favorable for continued economic expansion. The U.S. signed an Investment Guaranty Agreement with Gabon in 1962 and the Gabonese Investment Code is highly favorable to foreign investors.

The new Development Plan (1966-70) calls for an overall investment of about $370 million, of which 68% will be directed toward the general area of production, especially in forestry and lumber ($96 million), mining ($112 million), industry ($31.5 million), agriculture and fishing ($10.5 million), and tourism and services ($7.7 million). About 88% of this investment is expected to come from private sources.

The development and expansion of infrastructure will account for $105 million, or 28% of total investment, and social services and education, $2.3 million.

Gabon is the world's largest supplier of okoume wood (793,916 tons in 1965), used principally in plywood fabrication, and a leading producer of ozigo wood (53,501 tons in 1965). Production has been declining slightly due to the near depletion of okoume in the easily accessible coastal area and the necessity for a shift of operations to the more remote interior.

New plantations

Under the Plan, new okoume plantations will be started and studies made to find new, large scale uses for some of the many other species of wood which exist throughout Gabon. The Plan also calls for the expansion of wood transformation industries, including several new sawmills, wood peeling factories for veneers and paneling, and a $57 million chemical cellulose plant located on the M'Bei River along the proposed Owenda-Belinga Railway. The latter operation would receive its power from the nearby Kinguele Dam, scheduled for completion in 1969.

Emphasis will also be given to the expansion of existing plants such as Gabon's plywood factory, which is considered to be the second largest in the world.

The Gabonese Government places heavy emphasis on the role which private investment must play in developing the country's industries. The Plan calls for the development of several moderate-size private industries, and interested investors may wish to look into the following projects listed in the Plan: a palm oil processing plant, a refinery, a cement plant, a battery manufacturing plant, a glass making factory, an explosives production operation, a fertilizer plant, and a brewery.

While Gabon's domestic market is small, Gabon's membership in the Central African Economic and Customs Union provides a market of 11 million potential customers. A free flow of goods and capital is permitted among the five member countries.

The Plan emphasizes the need for further expansion and development of Ga-

bon's diverse mineral resources. Gabon ranks among the world's largest producers of manganese and, with the development of the Belinga iron deposits in the East, Gabon also will be one of the leading sources of iron ore. Petroleum, uranium, and gold deposits are currently being exploited and indications have been found of the existence of tungsten, lead, columbium, tantalite, diamonds, additional gold deposits, and high grade limestone near Port Gentil and Owendo.

The mining economy has been financed largely through private foreign capital. No mineral transformation industries exist in Gabon, except for the concentration of uranium ore.

U.S. firms have substantial interests in manganese and iron ore. U.S. Steel controls 50% of SOMIFER, a consortium to mine manganese, and Bethlehem Steel owns 49% of COMILOG, engaged in mining of iron ore.

A series of ten agricultural development projects, together with several livestock raising projects, is called for by the Plan. These measures are designed to improve the lot of the small Gabonese farmers who comprise 75% of the population, and to make Gabon more self-sufficient in food consumption.

The projects include the growth and improvement of rice cultivation, the expansion of cocoa production, the development of truck gardening operations, and a plantation for palm oil products.

Investment in the agricultural sector should result in increased demands for imported fertilizers and other agricultural chemical products.

Gabon possesses numerous touristic attractions such as game preserves, the Kinguele Falls, the Schweitzer Hospital at Lambarene and opportunities for safaris and deep sea sport fishing. In order to develop moderate-scale tourism, the Plan calls for several projects in the hotel industry, tourist promotion centers, and nautical centers at Libreville and Port Gentil.

The Plan allots 28% of total investment to infrastructure, half of which will be devoted to new and improved roads and bridges linking the various parts of the country and facilitating the movement of goods and services.

A deep water port at Owendo, about ten miles south of Libreville, will be created and will provide the Libreville area and the projected Owendo-Belinga Railway with much-needed port services. Increased energy is to be provided by the construction of a dam at Kinguele Falls 60 miles East of Libreville and by making use of the large natural gas deposits near Port Gentil.

Public development projects and private investments expected to keep Liberian upturn going

Mobile trade fair's display of U.S. air conditioning equipment results in strong interest among potential sales representatives

A brief survey of the economy of Liberia points to the continuation of a gradual upward trend. Business activity is picking up and Government revenues are improving. Private investment plans, public development projects, and other indicators such as construction starts and inventories suggest further economic improvement this year.

Preliminary statistics indicate that Liberian iron ore production for last year reached almost 17 million tons, about one million more than in 1965. This increase is a reflection of a full year's production of three million tons from the Bong Mine, in contrast to its limited output in 1965. The Liberian American Swedish Minerals Co. (LAMCO) should produce about eight million tons; the other two producers—National Iron Ore Co. (NIOC) and Liberia Mining Co. (LMC)—are expected to attain about three million tons each.

This year and 1968 will see some further increases in iron ore production. Bong Mine recently announced plans to construct a second crusher, and LAMCO will complete its pelletizing plant in Buchanan in early 1968. The new plant is expected to add two million tons to the company's output for a total of about ten million tons per year.

Agricultural priorities

The Liberian Department of Agriculture is preparing a five-year plan to coordinate development efforts and establish priorities in the agricultural sector. Survey teams are investigating Liberia to find the most promising area for rice production. The plan gives top priority to increased rice production, with lesser priorities to livestock and meat production, fruits and vegetables, and forestry and tree crops.

A coconut fiber plant recently opened in Buchanan. It is owned by the Royal Industries Corp. (RICO) of Monrovia and produces coconut fiber for the firm's local mattress factory.

A crumb rubber plant is to be established in 1967 by the Salala Rubber Co., an associate of United Liberia Rubber Corp. and is expected to be in operation in early 1968.

The major foreign trade news is the recent announcement that the Government of Liberia has signed an agreement with the Liberian Industrial Development Corp. (LIDCO) giving that firm the exclusive right to import rice into Liberia. This agreement also gives LIDCO exclusive rights to establish new rice plantations and processing mills in Liberia. These rights reportedly do not affect existing concessions or foreign government experimental programs in rice.

Mobile trade fair

A Mobile Trade Fair displaying U.S.-made air conditioning and refrigeration equipment, as well as electrical and other building supplies, visited Monrovia the last week of December. Twenty-six manufacturers participated in the Fair and a number of local firms expressed an interest in the products of the U.S. companies seeking representation.

Export opportunities for U.S. firms are centered primarily in construction machinery, equipment, and building materials. Efforts to penetrate the relatively small and inelastic consumer goods market are likely to be comparatively difficult at present.

Foreign donors will extend about $24 million in development assistance to Liberia this year, compared to $25 million in 1966. The aid will consist of $14 million in loans and the balance grants. The United States provides the major portion of this assistance. Capital projects financed by the U.S. Agency for International Development include a number of schools, several warehouses, construction of access roads, a hospital, and a water supply expansion project.

The West German Government has committed about $13 million in assistance to Liberia over the last three years, mainly in capital loans for two major road projects. The International Bank for Recon-

struction and Development has partially financed two other major road projects.

In October President Tubman appointed a German-Swiss consortium, the Economic Development and Industrial Services Corporation (EDESCO), as consultants for economic and industrial development in Liberia. The details of an agreement by which EDESCO will establish an oil palm plantation and factory as its first project in Liberia are now being worked out.

Liberia continues to emphasize and encourage investment in agricultural processing industries. The Liberian Development Corporation (LDC), an independent government agency staffed by an AID-financed team from Checchi and Company of Washington, D.C., prepares prefeasibility studies in the agro-processing area in line with this emphasis.

Such industries, with the widest possible local market as well as export potential, are in general believed to have a greater chance of success and to represent greater value to Liberia's development than import substitution industries, which are handicapped by the small local market and a limited capacity for expansion.

The LDC has prepared prefeasibility studies of rice processing, palm kernel oil processing, vegetable (peanut) oil refining, distilling of locally grown sugar cane, and a soluble coffee plant. Other studies including a pineapple-canning plant are now in preparation.

All completed studies are available to interested investors from the LDC, and Checchi and Co., 815 Connecticut Ave., N.W., of Washington, D.C. 20006.

Credit has been severely restricted in Liberia for many months. Comparatively sluggish economic activity following the investment-stimulated crest of 1962-63 and a sizeable volume of bad debts outstanding have forced the local commercial banks to restrict credit. This situation may ease, however, as Liberian business activity continues its gradual recovery.

Collections are slow

Collections are still slow among small retail and wholesale outlets in Liberia. New credit by local banks is going mostly to the larger, well established firms. In evaluating transactions with unknown Liberian firms, U.S. traders can make use of the World Trade Directory Report Services of the Department of Commerce. Reports on foreign firms can be obtained directly through the Department or its field offices.

In an effort to rationalize loan operations more fully, the seven banks of Liberia are discussing the installation of a credit clearing house. Though this idea is still under study by a banking committee, the prospects for its implementation are good in view of the recent successful cooperation by the banks in a local check clearinghouse operation.

The Mount Coffee Hydroelectric Project was dedicated late in January. This major public utilities project, begun in 1963, was financed mainly by an AID loan of $24.3 million. It will provide adequate power for Liberia for several years at a great saving to the Government ($3,000 per day in diesel fuel alone). This saving may be passed on to consumers by lower power costs in mid-1967.

Plans are already under discussion to enlarge the productive capacity of the project from its present 34,000 kw. to 100,000 kw. This would entail construction of an upriver storage dam, and would permit full use during the dry season.

The Monrovia Port Management Co. has announced a decision to remove an underwater stone peak in the center of the port area which has been a navigational hazard to shipping. The blasting and removal work will be done by the U.S. firm, Raymond Concrete Pile Co., and should give the free port of Monrovia an increase of four feet in its depth certification for insurance purposes.

During the last quarter of 1966 almost 133,000 long tons of general cargo were landed and loaded.

IRON ORE OUTPUT SHOULD RISE AGAIN in Liberia this year, as new plants add to the nation's productive capacity. Below, mining operations at the multi-national LAMCO project at Mount Nimba.

Three Norway banks join group boosting European growth

EED supplies venture capital for new or expanding firms

Three of Norway's largest commercial banks have joined the European Enterprises Development Company (EED), whose purpose is to supply venture capital and managerial assistance for the founding or expansion of companies with good growth possibilities.

Each of the banks—Andresens Bank A/S, Bergens Privatebank, and Den Norske Creditbank—has taken up EED shares worth $100,000.

EED, which has its head office in Paris but is registered in Luxembourg, was established in 1963 at the initiative of the American Research and Development Corp.

EED presently has 43 shareholders in 17 countries and a total share capital of $6.3 million. To date EED has invested in 11 companies in the United Kingdom, West Germany, Italy, and France, and hopes to expand its share capital to $8 million and its investments to 35-40 companies within five years.

The three Norwegian banks reportedly decided to invest in EED because of the success of the American Research and Development Co. and because the contacts with EEC hopefully can be developed into a source of capital and expertise for Norwegian firms seeking to expand their activities in Europe.

Indonesia enacts more measures to attract new investors, bring back firms formerly active there

Personnel of foreign firms can import goods for personal use duty free; tax holidays increased for joint ventures

The Indonesian Government is giving increased incentives to firms wishing to invest in joint ventures and to firms whose enterprises were taken over by the previous government who are willing to return to Indonesia.

A Presidium Instruction of Jan. 27 provided that the length of tax holidays for new foreign investment would extend from two years to five years, the maximum provided for under the Foreign Investment Law, and would depend on the degree of priority, location, and size of the investment, and the rapidity with which the enterprise commences operations. (See International Commerce, Jan. 30, p. 40, and Feb. 13, p. 21). In order to qualify at all for tax exemption, however, at least $2.5 million had to be invested during the first two years.

On Mar. 14 the government announced that it would grant tax holidays to joint ventures with less than the $2.5 million capitalization and would give an additional year of exemption on top of the period of tax holiday for which they would otherwise qualify. The total tax holiday, however, may not exceed five years.

Under a decree of Feb. 6, which set forth the conditions of return for foreign enterprises taken over by the government, no tax concessions were to be given to firms taking back their former enterprises. However, an Apr. 1 instruction now provides a three-year period of tax exemption to any new foreign currency investment in taken-over foreign businesses after their return to their owners.

As in the case of joint ventures, the requirement that the new investment must amount to $2.5 million and over to be eligible for tax concessions has been waived. Earnings on past investment, however, remain liable to tax.

Personnel of foreign firms investing in Indonesia and foreigners under contract to the Indonesian Government may import, free of duty, office and household supplies and equipment for their own use. This equipment includes automobiles, refrigerators, stoves, cameras, and similar possessions.

Persons eligible for these privileges are also allowed to bring into Indonesia consumption goods valued at $50 per person per month up to a maximum of $100 per family.

Conditions for return

The general policy of the Indonesian Government is to require foreign enterprises as a condition for return, to restore and if possible expand output beyond present capacity; to provide training at all levels, including management; and to reinvest a portion of the profits.

Equity participation by private Indonesian or government capital is also sought.

During the first three years of operation, foreign businesses returned to their former owners will be allowed to transfer a maximum of 50% of net profits after taxes. All profits may be transferred thereafter.

Operating permits will be granted for no less than a 15-year period; however, the maximum will be 30 years minus the length of time the business has already operated in Indonesia. Two years before the expiration date of the permit, the government will confer with the foreign owners regarding future operating options.

In the case of estates (rubber, oil-palm, tea), the government seeks the return of foreign owners on a joint venture basis. If the Indonesian partner is the government, however, as is likely in estate operation, the government will not make any payment for its equity participation for a three-year period.

According to an Apr. 1 decree, repatriation of capital investment following the return of a taken-over foreign enterprise is not permitted during the period in which tax concessions are being received. This is equally true for other new investments under the Foreign Investment Law.

Returned enterprises which cease operations and sell their assets are permitted to transfer one-fifth of the proceeds annually, beginning in 1972.

One-fifth of the proceeds from the sale of returned foreign businesses whose operating period has expired or has been terminated by the Indonesian Government may likewise be transferred annually, beginning with the date of sale.

The exchange rate valid for all transfers covered by the Apr. 1 decree is the B. E. (export bonus) rate established by the central bank, Bank Negara Indonesia Unit I.

India ends controls on all kinds of steel

Steel industry committee assumes control over output, distribution

Continuing the trend toward more liberal industrial policies, India put an end to price and distribution controls on all categories of steel. The move took effect May 1, 1967. Items principally affected are sheets and plates. Controls on most other categories were lifted in 1964.

The Indian steel industry's Joint Plant Committee (JPC) now has full responsibility for planning production, distribution and pricing (with government approval) of all categories of steel. Representing the main public and private steel producers and chaired by the government's Iron and Steel Controller, the JPC has been successfully performing planning functions for the previously decontrolled items. A Steel Priority Committee of the Ministry of Steel, Mines and Metals will continue to give directions to the JPC on priority supply allocations to government agencies of those steel items in short supply, in order to assure that official requirements are met. However, all plants will now be free to adjust their product mix according to demand patterns.

U.S. licensees sought by six foreign manufacturers for varied products

Range of goods includes an automatic pig feeding installation, revolving bakery oven, conveyor system

Manufacturers in Sweden, Germany and Canada are seeking U.S. licensees to produce and distribute their products for the U.S. market.

The range of products offered includes a shelf bracket; a steel conveyor belt, an automatic pig feeding installation; a revolving type of bakery oven; a flexible suction conveyor system; a foldaway portable steel building and textile dyeing machinery.

For additional information concerning these products and the names and addresses of the manufacturers, **write** Office of International Investment, code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate file number assigned each opportunity described below.

• A Swedish company seeks a U.S. licensee to produce its gas, oil or electrically fired revolving type of commercial baking ovens. The manufacturer claims the ovens are suitable for fine pastry as well as coarse grain breads and products to be baked can be transferred directly from the fermentation room to the oven. Additional features include thermostat controlled heat, automatic timing, and a stainless steel front and door. The Swedish firm says the ovens save space and installation costs are low. **File 1500.**

• A German machine manufacturer seeks a U.S. licensee to produce its center chain steel conveyor belts and automatic pig feeding, drinking and cleaning installations. It is also interested in a joint venture with a U.S. manufacturer.

The German company says its conveyor belt is comprised of basin shaped steel plates which are double fastened underneath by a connecting high tensile round steel chain. The belt is operated on flange and guiding rollers and can be used for straight, curved or zig-zag conveying circuits. Utilization of the belt allows a curved radius up to 37 yards, curves on one side to a radius of 10.26 yards and complete curves of a radius of 10.26 yards. For zig-zag conveying, special curve and guide rails are attached which enable a curve radius of over 10 yards. Basin plates are easily attached or removed for shorter or longer distance conveying. The conveyor is driven by a 55 to 90 hp. capacity motor and the center chain rotates over a multitoothed chain wheel which is part of the motor components.

The German concern says its conveyor belt is used extensively in coal and ore mines, due to its adaptability to road circuits.

According to the manufacturer its automatic, mechanically combined pig feeding, drinking and waste disposal installations are revolutionary in animal feeding operations. A major feature of the installation is that pigs of various ages can be fed automatically with the correct feed mixtures for each age. The installation is designed so that at feeding time a regulating clock automatically switches on the lights and closes the ventilators. Thirty seconds later, the feeding, drinking, and waste disposal operations automatically begin. The entire operation ceases at the end of the feeding time, the ventilators reopen and the lights switch off. The German concern claims this fully automatic operation can be repeated six times daily and more often if required, without the assistance of a workman. **File 1501.**

• A Swedish company offers a license to a U.S. firm to produce its patented shelf bracket for shelving, racks and related fixtures used in retail display and storage. The bracket is lined up solely along the right-angled edges of the shelf, unlike the common diagonal type of shelf support. The manufacturer says these right angle brackets will support a remarkably heavy load. **File 1502.**

• A Canadian manufacturer seeks a U.S. licensee to produce its foldaway portable steel buildings. An erected section is 40 ft. wide "clear span," 10 ft. long and 10 ft. straight side wall. One section folded is 21 ft., 6 in. long, 10 ft. wide and 26 in. high. It weighs 2,000 lb. and can be erected in 20 minutes. The manufacturer says that the total time to unfold and erect a 4,000 sq. ft. structure at the building site is 8 hours. The building, which has a U.S. patent pending, is ideal for all temporary storage problems. It can be easily dismantled and moved to another location. The Canadian company says no skilled help is required to erect the buildings, that they are low in cost and can be insulated. **File 1453-R.**

• A license to produce its flexible suction conveyor system is offered by a German company to a U.S. firm. The manufacturer claims its system can be used for powdered or grain products in the chemical, plastic, dried and concentrated food industries, as well as flour mills and granaries. The system can be operated horizontally, or in any other required position, since it has a flexible base which is made of a plastic covered special metal; it is easy to erect and move without the use of tools; it requires little space, is easy to clean and maintain, and can be utilized for filling sacks, trucks and railcars.

The conveyor also can be operated with the hose end only for grain or with a box-like feeder receptacle. In this process, the product flows into the receptacle and is consequently suctioned off. The

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

complete conveyor consists of four parts: feeder attachment, hose, discharger and motor. When assembled these parts form one complete unit. **File 1455-R.**

• A West German textile dyeing machinery and equipment manufacturer is interested in granting a license to a U.S. company for the production of these machines.

The fully automatic system is based on a special punched card control system. A complete bleaching and dyeing process, including pre-and-after treatment is punched on a plastic card which is fed into the panel of a control mechanism. The card touches this mechanism and passes on the impulses to a group of switches. On those occasions when it is not economical or it is unnecessary to punch a card, the fully automatic system can be operated by push buttons.

System's advantages

The German manufacturer says this system is the most advanced in the field of automatic bleaching and dyeing machinery and its advantages include these features:

Minimum personnel requirements, virtually fault-free processing, increased production, improved quality and exact reproduction of formulae; also, overall processing time is reduced by avoiding frequent and often uncontrollable empty running periods. The manufacturer says these products are being used in textile plants in many overseas countries. **File 1459-R.**

Denmark firm wants license to make plumbing fixtures

A license to manufacture thermostatic and single handle type faucets for kitchens and bathrooms, plus thermostatic radiator valves for central heating systems is sought by a Copenhagen firm. The Danish concern produces brass plumbing fixtures with a chrome finish and brass and copper valves, couplings and fittings for central heating equipment.

The Copenhagen company has about 120 employees. It is a subsidiary of a large Danish cable and wire producer.

Interested U.S. firms can obtain further information by contacting: N. Borresens Metalvarefabrik A/S, 4 Bygmestervej, Copenhagen NV., Denmark. WTD.

Lebanon requires licenses

Lebanon now requires import licenses for glass bottles, cups and similar glass containers.

U.S. investors in Singapore can get new pamphlet on Jurong

Main industrial estate in Far East nation offers opportunities in diverse industries, promotion center says

U.S. firms contemplating investment in Singapore will be particularly interested in "The Jurong Story", a new pamphlet describing one of the largest industrial estates in the Far East.

In 1961, it was determined that Jurong was the ideal location for the establishment of Singapore's main industrial center, where the Government could focus all its investment efforts on the development of a fully serviced industrial complex for all types of industries. In addition to its large size, the 17,000 acre site had the physical facilities for the development of a modern port and was close to the commercial port of Singapore.

By September 1961, bulldozers were clearing waste land and a year later ground was broken for the construction of the first plant, a steel mill. Approximately three years later 20 enterprises were already in production and several others in various stages of implementation. Today, after only five years of development, Jurong is a bustling industrial complex with almost 100 facilities either in operation or under construction.

The current plan for Jurong envisages development of the total 17,000 acre site with 6,000 acres earmarked for industries and 5,700 acres for the town center and such basic utilities as water reservoirs, wharves, and transportation facilities. Another 4,000 acres are designated for residential use, while the remaining 1,300 acres are available for telecommunications and other projects.

At the end of 1966, total prepared land at Jurong consisted of 3,000 acres, of which about 1,100 acres have been leased, offered or earmarked on option to some 100 concerns. An additional 600 acres is currently under preparation for new industries.

The diverse industries presently operating in Jurong represent a wide spectrum of a modern industrial economy. They include a shipyard, an iron and steel mill, two cement plants, an oil refinery, two textile mills, a basic chemical complex consisting of two sulphuric acid plants and a chlorine plant, four plywood and veneer facilities, a tire plant, two steel tube plants and producers of pharmaceuticals, electric cables and bicycles. A sugar refinery, fertilizer plant and an integrated textile mill are under construction. Over 6,500 persons are employed by the varied enterprises operating in Jurong and total investment in the fixed assets of these facilities is approximately $178 million.

To serve this rapidly growing industrial estate such essential infrastructure facilities as wharves, power, water and transportation have been established and constantly expanded by Singapore's Economic Development Board. As an example, a 3,000 ft.-deep water wharf with five berths and a 1,260 ft. coastal and lighter wharf have been completed and are now in operation. Also available are full ship bunkering facilities, electricity and fresh water supplies. A 12-mile rail line linking Jurong to the main Singapore-West Malaysia railroad has been built. In addition, over 20 miles of modern roads serving both the industrial area as well as the residential development has been completed. Both water and electrical power are available.

To obtain a copy of "The Jurong Story" interested U.S. investors should **write:** Mr. Joseph P. Bourdrez, Director, Singapore Investment Promotion Center, 219 East 49th St., New York, N.Y. 10017.

New Zealand firm seeks license to produce air diffusers and grills

Established in 1862, this manufacturer of lead pipes, copper traps and bends, and sheet metal machinery seeks a license to produce air diffusers and grills for air conditioning and ventilating systems. The New Zealand firm also imports and distributes plumbing, heating and air conditioning equipment. Plant facilities include a foundry and sheet metal and machine shops.

The company maintains branch offices throughout New Zealand and has approximately 585 employees.

Write: A. & T. Burt Ltd., P. O. Box 909, Auckland 1, New Zealand. WTD.

Venezuela industrial zone gives incentives to possible investors

Of particular interest to U.S. firms contemplating investment in Venezuela is a recent report describing the Maracaibo Industrial Zone.

In 1962, the Company for the Development of the Maracaibo Industrial Zone (COMDIMA) was formed by the Maracaibo Municipal Council and the Venezuelan Development Corp., who contributed over 2.7 million square yards of land for the establishment of the estate. Financing was also provided for the development of the property.

Today, 14 plants are operating in the zone, which receives assistance from local development oriented organizations, plus the Venezuelan Government. Located in the State of Zulia, on the outskirts of Maracaibo, the zone is reportedly connected to the city by a good highway.

Among the incentives offered potential U.S. investors by the zone are these:

Exemption from local and commercial taxes for ten years

A reduction in prevailing water rates

Inexpensive electricity provided by a privately owned supplier

Full cooperation by the area's major labor federation to new industries locating in the estate.

The State of Zulia, Venezuela's principal oil area, is actively encouraging new industries. It is already the nation's leading milkshed and other major facilities are planned for the area.

U.S. firms interested in obtaining full information and details about the Maracaibo Industrial Zone should contact: COMDIMA, Apartado 1303, Maracaibo, Venezuela.

Belgium firm seeks license for emulsifiers, related items

A Brussels manufacturer of sulphonated oils, vegetable oils, wetting agents and powders for soaking and washing clothing seeks a license to make additional products of this type in powder or liquid form. Major customers of the Belgian company are the tanning, textile and cardboard industry, plus commercial and hospital laundries.

Founded in 1921, the Brussels company has 8 employees and operates a 16,000 sq. ft. plant. Manufacturing equipment includes mixers, sulphonators, conditioners and agitators. The firm also maintains a laboratory for volumetric analysis. The products would be distributed throughout the EEC.

Write: Manufacture Electra A. Lespir S.A., Jette-Brussels 9, Belgium.

Swiss metalworking firm seeks technical aid, licenses

Technical cooperation and licenses to make other products in its field are sought by a Swiss manufacturer of metal framework, tanks, machinery and metal door and window frames.

Founded in 1964, the Swiss firm is reported to have modern production facilities valued at around $370,000 and a work force of 38.

Write: Societe de Constructions Metalliques SA, 2900 Porrentruy, Switzerland. WTD.

Argentine appliance producer wants licensing arrangement

Located in the Province of Buenos Aires, this large manufacturer of residential and industrial gas heaters, water heaters, kitchen stoves, and refrigerators seeks to expand operations through a licensing arrangement with a U.S. company. The Argentina concern is particularly interested in producing individual combined heating and air conditioning units and washing machines. However, it would also consider the manufacture of any other products that would complement its present line.

In the production and marketing of additional appliances the Argentina firm would utilize its well equipped manufacturing facilities, sales distribution company, sales financing company and advertising agency.

Reportedly, the Argentina concern and its affiliates have a record of modern and aggressive operation. They manage every stage of the business from the purchase of raw materials and importation of necessary components, through the production operation to the final distribution of their appliance throughout Argentina. In addition to its domestic market, the company also exports its products to Chile, Paraguay, Uruguay and Brazil.

To obtain further details about this opportunity interested U.S. appliance manufacturers should **write:** Eskabe S.A., Avda, J. Peralta Ramos 865, Mar del Plata, Prov. de Buenos Aires, Republica Argentina. WTD.

Venture to expand soap firm proposed

Nigerian firm needs capital, owned, operated by British

A firm in Kano, Nigeria, owned and operated by two British nationals proposes a joint venture to substantially expand its soap and oil mill operations. In return for equity, the firm asks $560,000 of a U.S. investor. Approximately half of this amount would be for working capital, the other half to purchase new equipment. This would include for the soap operation a continuous vacuum soap-cooling-and-drying plant with 1½-tons-an-hour capacity similar to that made by the Italian firm Mazzoni. To increase the capacity of the oil mill from 20 to 60 tons, 5 expellers are needed with a crushing capacity of 12 tons each, filter presses, pumps and two large storage tanks.

The Kano firm is a combined operation, producing a variety of household soap as well as peanut oil and cake for domestic and foreign consumption. The combined plant is claimed by the owners to have a depreciated value of over $350,000 with annual sales totaling just short of $1 million.

Major cash crop

Peanuts are the major cash crop of Northern Nigeria, over 800,000 tons being produced in a normal year. About one-third of the crop is pressed for oil and cake, most of it being exported in that form.

The price of these products has reportedly held up well in world markets. Demand for soap is good and the Kano firm is the only known plant in this region with a population of over 25 million.

To obtain further details covering this proposal **write:** Raad and Fadoul, Ltd., 147-148 Mission Rd., P.O. Box 266, Kano, Nigeria. WTD.

Italian firm seeks license to make name-brand polish

A Naples manufacturer and wholesaler of floor polish and other wax products seeks a license to produce a name brand U.S. floor polish and related items in the wax product field.

Write: Cereria Francesco Fiorillo, Grumo Nevano, Naples, Italy. WTD.

Industry profiles in new AID series are now available

First 50 studies in 1967 series released by AID

The Agency for International Development (AID) is making available the first 50 of the 150 "Industry Profiles" in a new series this year. The Profiles, initiated in 1966, are of special value to U.S. firms contemplating investment in the less developed countries. These profiles will be listed in special supplements to the Index to the Catalog of Investment Information and Opportunities.

Each Industry Profile gives basic economic and technical data on the establishment of a small or medium sized plant in a specific industry. It discusses succinctly the features of the industry and its marketing problems, shows the approximate amount of capital needed to establish a plant of specified capacity, and gives an estimate of the annual costs, by categories, of running a plant at full capacity. It also provides a plant lay-out and supplementary reference information on technical journals, articles, books, patents and the like.

The first listing of Profiles ranges from the establishment of plants for canning meat and producing men's wash-and-wear pants to facilities for manufacturing newsprint and stationery from straw and making industrial hand trucks and skids.

Based on U.S.

Data presented in the Profiles is based on operating experiences and costs in the U.S. and must be related to foreign production expectations and costs. Conditions vary in different countries and therefore the Profiles could prove useful to U.S. firms in making a proper assessment of a specific situation.

Potential investors can, by examining the Profiles for the industries in which they are interested, take the initial step in the process of deciding whether further investigation of a particular project is advisable. Before an investment is made in a plant a feasibility study is suggested. The study should explore such factors and conditions in a specific locality as sources of raw materials and supplies, availability of utilities and fuel, manpower and transportation. In addition, reasonably accurate information on government and legal requirements, banking and financing, potential demand, competition, construction and necessary services will be needed by a potential investor.

Each "Industry Profile" is cost-priced at $1. A subscription service through which all Profiles may be received as they are published (estimated at 150 in 1967) is available at $120. In addition, complete sets of the 250 "Industry Profiles" published in 1966 are obtainable for $200 per set.

To obtain lists of the "Industry Profiles" published in the current series and those printed in 1966, plus instructions on ordering copies of these profiles interested U.S. firms should **write:** Agency for International Development, Office of Private Resources, Washington, D.C. 20523.

Ceylon shirt maker seeks U.S. license

Located a few miles south of Colombo, this large manufacturer of men's shirts, men's and women's underwear, and hosiery seeks a license to produce men's shirts and other garments.

The Ceylon firm is interested in a contract arrangement whereby it would produce a designated number of shirts, to the U.S. licensor's specifications, within a given period of time at a stipulated price per article. The finished merchandise would be shipped to markets specified by the U.S. concern. Necessary raw materials would either be supplied by the U.S. firm or imported by the Ceylon concern according to the U.S. licensor's requirements.

The Ceylon firm estimates shirt production, utilizing existing equipment, is 28,000 dozen annually. This figure is based on an 8-hour shift. The unit cost of each article would vary with the style and type of fabric specified by the U.S. company, which would handle all phases of distribution and marketing. The Ceylon manufacturer says that neither financial participation nor technical assistance is sought of a U.S. licensor.

Established in 1956, the Ceylon firm also produces boxes, carpets, and rubber goods and operates a printing plant. Its production facilities include a fully equipped bleaching plant for the calandering, dyeing and finishing of material and a silk weaving facility containing over 30 looms.

To obtain additional information interested U.S. companies should **write:** Lanka Weaving Mills, Ltd., De Mel Rd., Velona, Moratuwa, Ceylon. WTD.

French producers want U.S. licenses

Seek arrangements to make silos, presses, new household products

Licensing arrangements with U.S. manufacturers are sought by three French firms for products varying from metal working presses to new household maintenance products.

• A manufacturer of metal working presses and pressure rollers seeks a license to produce U.S. designed metal working presses.

The French company was established in 1911 and has approximately 90 employees. It reportedly operates a well equipped facility.

The firm supplies customers within the European Common Market.

To obtain further details **write:** Ateliers de Construction Mecaniques et Electriques Precision, 23 Rue de Vesoul in Besancon, France. Attention: M. Jean Groslambert. WTD.

• A manufacturer of such metal buildings as silos and storage containers for grain and chemical products seeks a license to make steel silos for storing wheat and alfalfa. It is also interested in manufacturing prefabricated tables and hog pens.

Established in 1946, the French company is capitalized at $300,000 and has approximately 470 employees. It reports annual sales of about $3 million. In addition to its production activities, the firm does engineering work for various French Government agencies and the French railroad company.

Further details about this opportunity can be obtained by **writing:** Etudes et Travaux de Constructions Metalliques, Attention: Mr. Rene Deleu, 1 Villa Croix Nivert, Paris 15e, France.

• A French manufacturer of a wide variety of household maintenance products including waxes, deodorizers, disinfectants, detergents, silver polishes and starches, would like to acquire licensing rights to manufacture new household maintenance products for the French market.

Located in a suburb of Paris, the firm was established in 1921 and currently has around 140 employees. It does an annual volume of business in the neighborhood of $2 million.

Write: Buhler-Fontaine, 3 rue Albert de Vatismesnil, 92-Levallois-Perret, Paris. WTD.

Contract bids sought on Honduras housing site

The Gen. Mgr. of Instituto de la Vivienda is inviting prequalification applications from contractors who may wish to submit bids for the construction of concrete walls for 1659 houses in the Colonia Presidente Kennedy in Tegucigalpa.

The Instituto de la Vivienda is an autonomous part of the Honduran Govt., and funds have been made available through an Inter-american Development Bank loan. The cost of the project has been estimated at approximately $850,000.

Prequalification applications are to be submitted prior to May 31, to Instituto de la Vivienda, Apartodo Postal 667, Tegucigalpa, D.C., Honduras.

A limited number of qualification applications in Spanish are available from the Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Wash., D.C. (Telephone: 202-WO 7-4272).

Pakistan shipyard seeks machines, raw materials

A semi-government agency, the Karachi Shipyard & Engineering Works, Ltd., has informed the American Embassy that it has sizable requirements for mild steel plates, oil lamps, navigation equipment, ropes, cranes, welding and cutting equipment, cables, machine tools, and many other items. These purchases will be made partly with funds obtained from a recent IDA credit of $25 million, and partly through cash resources of the Govt. of Pakistan.

Interested firms are invited to submit quotations and connected technical literature to the company, Karachi Shipyard & Engineering Works, Ltd., Post Box 4419, West Wharf, Karachi-2. A complete listing of the needed equipment and supplies is available from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230.

U.A.R. hotel complex needs lock set supplies

The Ministry of Tourism of the U.A.R. is asking for bids for the supply of 500 cylindrical lock sets for residential bedrooms and inner office doors of the Sphinx Sheraton Hotel, Cairo, to meet the following specifications: latch bolt by knob either side; push-button locks outside knob; inside knob always free; no emergency release from outside; turning inner knob or closing door releases push-button; dead-locking latch.

Bids should be mailed directly to Office of the Technical Counselor, Ministry of Tourism, Cairo, United Arab Republic. No deadline has been set. (Telephone: 202-WO 7-4272).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PORTUGAL—Wheat, in bulk. Direct purchase and agency. Empor—Empreendimentos Comerciais e Financeiros, S.A.R.L. (importer, sales agent), Rua dos Fanqueiros 30, Lisbon 2. WTD 9/14/66.

Soybeans. Sociedade de Farinhas Alimentares para Animais, SAFAL, Lda. (processor of animal feed products), S. Joao da Talha, Sacavem. WTD in preparation.

TAIWAN—Butter beans. Ding Lloyd & Co., Ltd. (importer, agent), P.O. Box 344, Taipei. WTD in preparation.

012 Fruit, tree nut, vegetable farm

BRAZIL—Fresh fruits in general. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent), Avenida Brazil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

019 Miscellaneous commercial farms

PORTUGAL—Two thousand metric tons first quality cottonseed. Quotations c.i.f. Lisbon. Ernesto Gois Pinto (buying agent), Praca do Chile 15-2°, Lisbon 1. WTD in preparation.

195 Small arms

FRANCE—Civilian small firearms 1.18 inch and below; hunting guns. Requests replies in French. Rene Cosson & Cie (importer, manufacturer, wholesaler), 16, Rue des Tournelles, Paris, 4e. WTD 12/22/66.

196 Small arms ammunition

FRANCE—Ammunition for small arms, 1.18 inch and below. Requests replies in French. Rene Cosson & Cie (importer, manufacturer, wholesaler), 16, Rue des Tournelles, Paris, 4e. WTD 12/22/66.

201 Meat products

FRANCE—Frozen meats; beef, pork, mutton, other kinds; meat by-products and offals; quick-frozen quality meat cuts, tongues, liver, in consumer packages. Direct purchase and agency. Frozen Foods (dealer, sales agents, importers, exporters), 10 Rue des Renforts; 31- Toulouse, Haute-Garonne. WTD 4/67.

202 Dairy products

MALAYSIA—Powdered milk for manufacturing sweetened condensed milk. Soon Seng & Co. (importer, exporter, wholesaler, retailer, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

203 Canning, preserving foods

BELGIUM—Canned fruits, vegetables, meats, seafoods. Ellesco, p.v.b.a. (distributor, importer, exporter), 51 Verdussenstraat, Antwerp. WTD 4/67.

BRAZIL—Dried fruits. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent), Avenida Brasil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

FRANCE—Canned pineapple; Hawaiian, others. Requests replies in French. Societe InterSud (importer, wholesaler), 40, Rue Westermeyer, 93—Ivry-sur-Seine. WTD 12/22/66.

Variety of pink salmon, canned, in standard tin cans, 7¾ oz. each; canned crab meat, related canned goods. Direct purchase and agency. Frozen Foods (dealers, sales agents, importers, exporters), 10 Rue des Renforts; 31- Toulouse, Haute-Garonne. WTD 4/67.

IRELAND—Seedless raisins. Direct purchase and agency. W. P. Lucas Ltd. (importing distributor, agent), 64/65/65A Great Strand St., Dublin. WTD 4/67.

Pink salmon. Direct purchase and agency. W. P. Lucas Ltd., (importing distributor, agent), 64/65/65A Great Strand St., Dublin. WTD 4/67.

Tinned fruits. Direct purchase and agency. Prices c.i.f. Dublin, direct shipment to Dublin. W. P. Lucas Ltd. (importing distributor, agent), 64/65/65A Great Strand St., Dublin. WTD 4/67.

MALAYSIA—Canned abalone. Direct purchase and agency. Lim Kooi Chuan & Co. (importer, wholesaler, indent agent), 143 Beach St., Penang. WTD 3/14/66.

Canned abalone. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt St., Penang. WTD 3/6/66.

204 Grain mill products

DENMARK—Feed supplements, concentrates of all kinds, novelties. Direct purchase and agency. Mercandia International (importer, wholesaler, exporter, agent), 51 Bredgade, Copenhagen K. Cable: Mercandia. WTD 4/67.

209 Food preparations

MALAYSIA—Dried yeast for bakery purposes. Eugene Chemical Co. (importer, wholesaler, retailer, indent agent), 73 & 75 Ah Quee St., P.O. Box 802, Penang. WTD 10/20/66.

220 Textile mill products

JAMAICA—Suitings in first and second qualities of 'Dacron'/cotton, nylon blended, or other fabric; ladies' dress materials in all qualities, fabrics; bedspreads and sheets, towels and washcloths in first and second qualities packed in presentation boxes or bulk. Authentic Agencies (commission agent), 98 Orange St., Kingston. WTD 4/21/67.

SWEDEN—Textile piece goods of cotton; man-made fibers for women's, children's clothing. Direct purchase and agency. Kurt Boberg AB (agent), Kronhjortsgatan 4, Goteborg S. WTD 4/20/67.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Rayon, synthetic fiber rags. Ets. Edmond Nameche Reunis (importer, wholesaler), 127 bis, rue Etienne Marcel, 93 Montreuil. WTD 12/20/66.

224 Narrow fabrics, other smallwares mills

CYPRUS—Polyester cotton dacron nylon; cotton, dacron; cotton nylon for use in manufacturing women's underwear. Mavros Industries Ltd. (importers, manufacturers, distributors), P.O.B. 1731, Nicosia. WTD 11/15/66.

FRANCE—Ribbons, made in narrow fabric weaving mills, for floral decoration. Renaufleur (importer, wholesaler), 5, Rue du Pre Nian, 44 Nantes. WTD 1/6/66.

225 Knitting mills, products

FRANCE—Printed acetate tricot fabrics and their make-up. Direct purchase and agency. Georges Lescure (commission merchant), 35, Boulevard de Strasbourg, Paris 10e. WTD 12/22/66.

228 Yarn, thread mills, products

BELGIUM—Dacron cotton yarns 67/33% mixture or 65/35% mixture, other U.S. origin yarns. A. Gevaert & Co. (Gevaco) N.V. (manufacturer, importer, exporter), 3 Tacambaroplein, Oudenaarde. WTD 4/67.

FRANCE—Thread: man-made fiber; yarn: man made staple. Direct purchase and agency. Etablissements Gilbert Freres et Cie (importer, wholesaler, agent, commission merchant), 37, Rue Taitbout, 75-Paris (9). WTD 12/22/66.

229 Textile goods

FRANCE—Cotton waste, textile fibers, synthetic fibers waste. Etablissements Duflot & William C. Jones (importer, wholesaler), 1, Rue de Wattiessart 59 Seclin. WTD 12/28/66.

232 Men's, youths', boys' furnishings, work clothing

THAILAND—Men's dress, sport shirts. c.i.f. quotations, catalogs requested. Direct purchase and agency. Udom Import Ltd. Part. (importer, wholesaler), 53/59 Rajaprasong Shopping Center, Bangkok. WTD 4/67.

233 Women's, misses', juniors' outerwear

FRANCE—Women's ready-to-wear made of all types of printed fabrics. Etablissements Andre Cogne (manufacturer, dealer), 96, Avenue Leon Bollee, 72 Le Mans. WTD 1/3/67.

234 Women's, misses', children's, infants' under garments

THAILAND—Women's brassieres, foundation garments, lingerie. c.i.f. prices, catalogs requested. Direct purchase and agency. Udom Import Ltd. Part. (importer, wholesaler), 53/59 Rajprasong Shopping Center, Bangkok. WTD 4/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Construction materials; structural timbers, laminated lumber. Requests replies in French. Direct purchase and agency. Guilbert & Laval (importer, wholesaler, retailer, commission merchant, agent), 10, Rue Portalis, 75 Paris (8). WTD 12/20/66.

249 Wood products

FRANCE—Bottle corks. Societe J. P. Grussen (importer, wholesaler), 38, Route Nationale 1, 95 Domont (Val d'Oise). WTD 12/27/66.

Construction materials; structural timber, treated. Requests replies in French. Direct purchase and agency. Guilbert & Laval (importer, wholesaler, retailer, commission merchant, agent), 10 Rue Portalis, 75 Paris (8). WTD 12/20/66.

GERMANY—Sawn Carolina Pine. Requests price quotations c.i.f. Rotterdam. Sawn Douglas Fir. Requests price quotations f.o.b. Norfolk Virginia. Requests replies in German. Hermann Mohr KG (importer, wholesaler), Postfach 365, 5 Koeln-Weidenpesch 1. WTD 4/21/67.

MALAYSIA—Wooden moulding (liners) for picture frames, 1" x 8' approximate weight: 7 lbs. per dozen f.o.b. Penang: 1½" x 8' approximate weight: 12 lbs. per dozen f.o.b. Penang. Minimum quantity per order of 12 gross. Direct purchase and agency. Sun Sun Co. (exporter, wholesaler, retailer), 182 Campbell St., Penang. WTD 10/18/66.

251 Household furniture

FRANCE—Household furniture; metal padded or plain, upholstered on wooden frames; sofa and chair beds; folding beds; occasional furniture; silent butlers. Calda Meubles (retailer, manufacturer), 120-124, Rue du Faubourg du Temple, 75 Paris (11). WTD 12/20/66.

Furniture for bed-rooms, living-rooms; occasional furniture; glass, plastic furniture. Direct purchase and agency. Etablissements Segalot (importer, retailer), 52, Avenue du General Leclerc, Paris, 14e. WTD 12/30/66.

Mattresses for hospital beds. Paralab (wholesaler), 5, Ru Carle Vernet, 92 Sevres. WTD 1/67.

252 Office furniture

FRANCE—Office furniture: metal, padded or plain; wood, padded, upholstered or plain. Calda Meubles (manufacturer, retailer), 120-124, Rue du Faubourg du Temple, 75 Paris (11). WTD 12/20/66.

Wood office furniture; padded, upholstered or plain; metal office furniture; padded or plain. Direct purchase and agency. Etablissements Segalot (importer, retailer), 52, Avenue du General Leclerc, Paris, 14e. WTD 12/20/66.

253 Public building furniture

FRANCE—Portable folding chairs, wood or metal. Calda Meubles (manufacturer, retailer), 120-124, Rue du Faubourg du Temple, 75 Paris (11). WTD 12/20/66.

261 Pulp mills, products

FRANCE—Bleached soda pulp. Requests replies in French. Papeteries Leon Riquet (manufacturer, dealer), 48, Rue des Maraichers, Paris, 20e. WTD 12/23/66.

262 Paper mills, products

FRANCE—Toweling stock; toilet tissue; disposable toilet seat covers; absorbent paper. Papeteries du Bourray (manufacturer, dealer), Saint Mars la Briere—(72). WTD 1/13/67.

Coating raw stock 30 to 40 grams per sq. meter. Societe Anonyme des Papeteries du Souche (manufacturer, dealer), 73, Rue de Reuilly, Paris, 12e. WTD 1/13/67.

Unconverted paper, such as toweling paper, toilet tissue, book paper. Requests replies in French. Havez & Cie "Papeteries du Nord" (importer, manufacturer, dealer), 166-168, Rue J. B. Delescluse, 59 Croix. WTD 1/13/67.

263 Paperboard mills, products

FRANCE—Paperboard, such as corrugated, container, jute, kraft, patent coated. Requests replies in French. Havez & Cie "Papeteries du Nord" (imported, manufacture, dealer), 166-168, Rue J. B. Delescluse, 59 Croix. WTD 1/13/67.

264 Converted paper, paperboard products

FRANCE—Gummed, paper base, tapes for packaging; fluorescent pressure sensitive gummed paper; gummed, cloth base, tapes; cellophane adhesive tapes. Direct purchase and agency. A.G.E.F.A.R. (importer, dealer, agent), 12, Rue Chabanais, Paris (2e). WTD 4/67.

Coated, glazed or varnished paper; bags: paper, cellophane, acetate, polyethylene. Requests replies in French. Havez & Cie—"Papeteries du Nord" (importer, manufacturer, dealer), 166-168, Rue J. B. Delescluse, 59 Croix. WTD 1/13/67.

Paper towels. Papeteries du Bourray (manufacturer, dealer), 72, Saint Mars la Briere. WTD 1/13/67.

Paper and paper products of all categories, wrapping, thin, writing, others suitable for converting, commercial and industrial applications, including basic paper products, kraft, bleached and unbleached, paper and cardboard specialities, including paper bags. Requests replies in French. Direct purchase and agency. Grenouilleau-Landais (manufacturers, converters, wholesalers), 15-18 Rue Dom-Devienne; 33-Bordeaux (Gironde). WTD 9/15/66.

MALAYSIA—Stationery of all kinds for office, school use. Direct purchase and agency. Lam Chuan & Co. (1947) Ltd. (importer, wholesaler, retailer), 62 Malay St., P.O. Box 693, Penang. WTD 3/14/66.

265 Paperboard containers, boxes

FRANCE—Folding paperboard boxes; corrugated and solid fiber boxes; sanitary food containers. Requests replies in French. Havez & Cie—"Papeteries du Nord" (importer, manufacturer, dealer), 166-168, Rue J. B. Delescluse, 59 Croix. WTD 1/13/67.

272 Periodicals: publishing, printing

FRANCE—All kinds of periodicals. Office General du Livre (importer, wholesaler, retailer), 14 bis, Rue Jean Ferrandi, Paris (6e). WTD 1/67.

Periodicals; scientific, technical, medical. Messageries du Livre (distributors), 116, Rue du Bac, Paris (7e). WTD 1/11/67.

273 Books

FRANCE—Foreign language books, English, other languages. Editions Gallimard (importer, retailer, distributor), 5, Rue Sebastian Bottin, Paris, 8e. WTD 1/67.

Medical, scientific books, all languages. Librairie Medicale Vigne (importer, retailer), 11/13, Rue de l'Ecole de Medecine, Paris, 6e. WTD 1/67.

All kinds of books, all languages, new, second hand. Office General du Livre (importer, wholesaler, retailer), 14 bis, Rue Jean Ferrandi, Paris (6e). WTD 1/67.

Scientific, technical, medical books. Messageries du Livre (distributor), 116, Rue du Bac, Paris, 7e. WTD 1/11/67.

275 Commercial printing

FRANCE—Printed matters in continuous form, for use by data processing type machines. Les Presses Multiples, Roger Remond, (printing work), 31, Rue Dailly, 92 Saint-Cloud (Hts de Seine). WTD 1/13/67.

277 Greeting card manufacturing

SOUTH AFRICA—Greeting cards for all occasions, unprinted but with appropriate designs or pictures, to have messages printed after importation. Requests samples, prices, full details. A. M. Khan & Co. (importer, wholesaler), 125 Prince Edward St., Durban. WTD 4/67.

280 Chemicals

● **IRAQ**—Consisting of 46 items, including tetracycline capsules 250 mg.; tetracycline topical ointment 3% 15 gm.; tetracycline I.V. 500 mg.; tetracycline I.M. 100 mg.; penicillin 500,000 I.U. and 1,000,000 I.U.; chloramphenicol capsules 250 mg.; novobiocin capsules 250 mg.; ordinary bandages, four inches and six inches; adhesive plaster of varying sizes; plaster of Paris LPL, four inches and six inches; gauze; pyrethrum extract; antiseptic dichloroxylinol solution; tubular knitted stocking bandage; D.D.T.; and translucent vinyl tubing. Tender No. T/67/MED/3 with a bid deadline of July 18. Copies of the tender are available only on a limited time loan basis from the Chemicals & Allied Products Div., Business & Defense Services Adm., U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

281 Industrial chemicals

● **CEYLON**—Sulfuric acid for storage batteries, not less than 93.2% H_2SO_4, 1,500 imperial gals. Bid deadline June 20. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5. Copies of tender available from the U.S. Embassy, Galle Road, Colombo 3.

DENMARK—Industrial inorganic and organic chemicals, heavy and fine; non-cyclic organic chemicals of all kinds such as acetic, chloroacetic, adipic acids, solvents: amyl, butyl, and ethyl alcohols and acetates; ethyl, ether, ethylene glycolether, carbon disulfide, and chlorinated solvents of all kinds; polyhydric alcohols of all kinds; rubber processing chemicals: accelerators, antioxidants, novelties; plasticizers: cyclic and acyclic of all kinds, novelties, synthetic tanning agents: naphthalene sulfonic acid condensates, novelties; esters, amines; inorganic chemicals such as: sodium, potassium, aluminum, calcium, chromium, magnesium, mercury; compounds such as: alums, hydrogen peroxide, phosphates, as well as compounds of the above mentioned salts, novelties. Direct purchase and agency. Mercandia International (importer, wholesaler, exporter, agent), 51 Bredgade, Copenhagen K. WTD 4/67. Cable: Mercandia.

IRELAND—Agricultural, horticultural, industrial chemicals. Suttons Ltd. (importing distributor, manufacturer), Sutton House, 1 South Mall, Cork. WTD 3/67.

NICARAGUA—Basic phosphate chemicals for manufacture of veterinary insecticides. Requests replies in Spanish. Casa Vigil & Caligaris (retailer, importing distributor, manufacturer), Apartado Postal 202, Managua. WTD 4/67.

PAKISTAN—Fifty meter tons calcium carbide, size 50 x 80 mm, packed in 100 lb. iron drum, quality 4.5 cft. of acetylene gas in one pound of carbide. New Light House (importing distributor), 61/82 Brandreth Rd., Lahore 7. WTD 11/30/66.

282 Synthetic materials

FRANCE—Cellulose tapes. Direct purchase and agency. A.G.E.F.A.R. (importer, dealer, agent), 12, Rue Chabanais, Paris, 2e. WTD 4/67.

Polyethylene granulates. Requests replies in French. Papeteries Leon Riquet (manufacturer, dealer), 48, Rue des Maraichers, Paris, 20e. WTD 12/23/66.

HONG KONG—Synthetic fiber waste such as nylon suitable for plaiting into fishing nets. Samples of material required available on loan basis from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Tong Seng Company (importer, exporter), P.O. Box 1736. WTD in preparation. Cable: SENGCOM.

PAKISTAN—Thermoplastic moulding compound. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

283 Drugs

DENMARK—Pharmaceutical preparations for public (final) consumptions, dental, medical, veterinary professions. Direct purchase and agency. Mercandia International (importer, wholesaler, exporter, agent), 51 Bredgade, Copenhagen K. WTD 4/67. Cable: Mercandia.

FRANCE—Veterinary products for horses. France Europe Import (importer, dealer, agent), 18, Avenue de Neuilly, 92 Neuilly s/ Seine. WTD 1/13/66.

Ethical drugs. Direct purchase and agency. Laboratoires Laroche Navarron (manufacturer, wholesaler, commission merchant), 63, Rue Chaptal, 92 Levallois-Perret. WTD 1/3/67.

Veterinarian drugs, medicines and food additives for prevention of animal diseases, especially poultry coccidiosis. Direct purchase and agency. Laboratoires des Carmes (importing wholesaler, manufacturer), 7, Rue Gay-Lussac, 25 Besancon. WTD 4/67.

IRELAND—Veterinary medicines. Suttons Ltd. (importing distributor, manufacturer), Sutton House, 1 South Mall, Cork. WTD 3/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Cosmetic lotions and oils; cosmetic creams; cosmetics. Direct purchase and agency. Pordentex (importer, dealer, agent), 12, Rue de la Victoire, Paris, 9e. WTD 12/23/66.

Dry cleaning preparations. Requests replies in French. Bobillot-Pressing (laundry, press-

ing shop), 10, Rue Bobillot, Paris, 13e. WTD 12/23/66.

MALAYSIA—Natural perfume compounds for use in manufacture of cosmetics, toilet articles for men, ladies. Direct purchase and agency. Wah Seng Trading Co. (importer, exporter, wholesaler, retailer, manufacturer), 403 Chulia St., Penang. WTD 3/16/66.

THAILAND—Full line of perfumes. Samples, c.i.f. prices requested. Direct purchase and agency. Udom Import Ltd. Part. (importer, wholesaler). 53/59 Rajprasong Shopping Center, Bangkok. WTD 4/67.

Full line of cosmetics. Samples, c.i.f. prices requested. Direct purchase and agency. Udom Import Ltd. Part. (importer, wholesaler), 53/59 Rajrprasong Shopping Center, Bangkok. WTD 4/67.

287 Agricultural chemicals

THAILAND—Insecticides in aerosol containers. C.i.f. prices, catalogs requested. Direct purchase and agency. Kiang Hua R.O.P. (importer, wholesaler), 548-552 Siphya Rd., Bangkok. WTD 8/22/66.

All kinds of fertilizers for agricultural use. C.i.f. prices, catalogs requested. Direct purchase and agency. Kiang Hua R.O.P. (importer, wholesaler). 548-552 Siphya Rd., Bangkok. WTD 8/22/66.

291 Petroleum refining

AFGHANISTAN—Top grade lubricating oil for heavy-duty trucks, busses, in Imperial gallon tins. A. W. International Trading Corp. (importer, distributor), Sarai Kunj, Kandahar. WTD 3/67.

● **PAKISTAN**—Govt. of Pakistan requests quotations on crude oil, 1.5 million metric tons per annum, for new Chittagong refinery, due to go on stream mid-1968. Interested American suppliers requested to contact N. Z. Islan, Aftab Enterprises, 41-J annexe, 42 St., Pechs, Karachi-29. Mr. Islan prepared to grant supplier three to five year concession for successful bidder. Govt. of Pakistan may be willing to extend concession to cover ten year period. (Telephone: 202-WO 7-2355).

301 Tires, tubes

DOMINICAN REPUBLIC—Tires and tubes for automobiles, motorcycles. Direct purchase and agency. Dominican Tire Co., C.por A. (retailer, agent, importer), P.O. Box 786, Santo Domingo. WTD 4/20/67.

NICARAGUA—Automotive tires, inner tubes. Requests catalogs, quotations. Requests replies in Spanish. Cooperativa de Propietarios de Vehiculos de Transporte Interlocal de Nicaragua (cooperative), Parada de la Estacion, Leon. WTD in preparation.

306 Fabricated rubber products

FRANCE—Rubber covered wire kitchen aids, such as shelf expanders. Direct purchase and exclusive agency. Gemac Industries, SARL (importer, manufacturer, dealer, agent), 32, Rue Olivier de Serres, Paris, 15e. WTD 1/11/67.

Pressure sensitive rubberized tapes. Direct purchase and agency. A.G.E.F.A.R. (importer, dealer, agent), 12, Rue Chabanais, Paris (2e). WTD 4/67.

SWITZERLAND—Surgical gloves, disposable industrial gloves. Struba Gummi AG (wholesaler), Brandschenkestrasse 18, Postfach, 8023 Zurich 1. WTD 4/27/67.

307 Plastic products

FRANCE—Plastic swing top waste baskets; plastic bowls. Direct purchase and exclusive agency. Gemac Industries, SARL (importer, manufacturer, dealer, agent), 32, Rue Olivier de Serres, Paris, 15e. WTD 1/11/67.

Pressure sensitive colored plastic tapes. Direct purchase and agency. A.G.E.F.A.R. (importer, dealer, agent), 12, Rue Chabanais, Paris, 2e. WTD 4/67.

Plastic cork. Societe J. P. Grussen (importer, wholesaler), 38, Route Nationale 1, 95 Domont (Val d'Oise). WTD 12/27/66.

Plastic fishing tackle boxes. Direct purchase and agency. Courrier & Compagnie (importer, wholesaler, agent), 26, Rue de la Pepiniere, Paris, 8e. WTD 11/2/66.

NETHERLANDS—Novelties in field of plastic household, kitchen utensils. Tel International NV. (importer), Herenweg 92, Heemstede. WTD 4/19/67.

SWITZERLAND—Flexible plastic tubing for beverages, PVC nylon braided. Struba Gummi AG (wholesale), Brandschenkestrasse 18, Postfach, 8023 Zurich 1. WTD 4/27/67.

311 Leather tanning, finishing

FRANCE—Raw hides, skins. Requests replies in French. Le Cuir Brut Francais (importer, manufacturer, wholesaler), 2, Rue de la Cloture, Paris, 19e. WTD 12/23/66.

Tanned and curried hides and skins; calfleather for manufacture of shoes; sheepskin, lambskin for manufacture of clothes. Etablissements Kohnstamm (importer, wholesaler, agent), 65, Rue d'Hauteville, 75 Paris (10). WTD 12/22/66.

Sheepskin, lambskin, for manufacture of clothes. Requests replies in French. Direct purchase and agency. Etablissements Gilbert Dumas (Diffusion Peausserie) (importer, wholesaler), 13, Rue Yves Toudic, Paris, 10e. WTD 12/22/66.

316 Luggage

MALAYSIA—Leather goods, including cases. Direct purchase and agency. Lim Kooi Chuan & Co. (importer, wholesaler, indent agent), 143 Beach St., Penang. WTD 3/14/66.

319 Leather goods

FRANCE—Saddlery for horses. France Europe Import (importer, dealer, agent), 18, Avenue de Neuilly, 92 Neuilly s/ Seine. WTD 1/13/66.

321 Flat glass

FRANCE—Plate-glass and laminated, colored glass, transparent, standard, other sizes, approximately 8 millimeters (.315 inch) in thickness. Price quotations requested. Miroiterie Marly Freres (manufacturers, dealers), 213 Cours de l'Argonne; 33- Bordeaux, Gironde. WTD 2/20/67.

322 Glass, glassware

FRANCE—Art glassware; decorative, novelty glassware to be sold as giftware. Cristallerie du Val d'Andelle (importer, wholesaler), 37, Rue de Paradis, Paris, 10e. WTD 12/27/66.

Glass corking. Societe J. P. Grussen (importer, wholesaler), 38, Route Nationale 1, 95 Domont (Val d'Oise). WTD 12/27/66.

Glass coffee-maker. Direct purchase and exclusive agency. Gemac Industries, SARL (importer, manufacturer, dealer, agent), 32, Rue Olivier de Serres, Paris, 15e. WTD 1/11/67.

323 Glass products

FRANCE—Crystalware, decorated glassware to be sold as giftware. Cristallerie du Val d'Andelle (importer, wholesaler), 37, Rue de Paradis, Paris, 10e. WTD 12/27/66.

325 Structural clay products

FRANCE—Ceramic floor and wall tile. Requests replies in French. Direct purchase and agency. Guilbert & Laval (importer, wholesaler, retailer, commission merchant, agent), 10, Rue Portalis, 75 Paris (8). WTD 12/20/66.

Floor and wall ceramic tile; mosaic flooring. Requests replies in French. Comptoir des Materiaux Reunis—C.M.R. (importer, wholesaler, retailer), 19, Avenue de la Republique, 93 Bagnolet. WTD 12/22/66.

326 Pottery, related products

FRANCE—China tableware, to be sold as giftware. Cristallerie du Val d'Andelle (importer, wholesaler), 37, Rue de Paradis, Paris, 10e. WTD 12/27/66.

China plumbing fixtures, molded porcelain parts for electrical devices. Requests replies in French. Direct purchase and agency. Guilbert & Laval (importer, wholesaler, retailer, commission merchant, agent), 10, Rue Portalis, 75 Paris (8). WTD 12/20/66.

PAKISTAN—Porcelain fittings such as bushes, heater elements, rods. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

328 Cut stone products

FRANCE—Building marble, cut and shaped. Requests replies in French. Direct purchase and agency. Guilbert & Laval (importer, wholesaler, retailer, commission merchant, agent), 10, Rue Portalis, 75 Paris (8). WTD 12/20/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Cultured quartz, for electronic use. Requests replies in French. Direct purchase and agency. Comptoir Franco-Bresilien (importer, wholesaler, agent), 56, Rue La Fayette, Paris, 9e. WTD 12/23/66.

Abrasive wheels, stones. Ets. Smid (importer, manufacturer, dealer), 25, Rue des Roses, 68 Mulhouse. WTD 4/20/67.

PAKISTAN—Mica and by-products. Olympia Agencies (importing, distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

331 Steel mill products

● **BURMA**—Galv. wire, commercial quality: 75 tons, size range 6 to 20 ga. Tender No. MEIC/T8/T-132/66-67, bid deadline June 5. Manager, Industrial Raw Materials, Myanma Export Import Corp. (Import Div.), No. 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Food choppers. Direct purchase and exclusive agency. Gemac Industries, SARL (importer, manufacturer, dealer, agent), 32, Rue Olivier de Serres, Paris, 15e. WTD 1/11/67.

PAKISTAN—Stainless steel sheet, M.S. sheets, copper sheets, brass sheets, tool steel sheets, die steel sheets, and M.S. tubes round 5/16″ dia., 20 gauge, lengths in multiples of 28″, pig iron foundry grade. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

Pipes, 6″ and 8″ dia. suitable for underground transmission of water. Crescent Sugar Mills & Distillery Ltd. (manufacturer), Sheikhupura Rd., P.O. Box # 11, Lyallpur. WTD 12/30/66.

THAILAND—Electrolytic tinplate waste. C.i.f. prices, catalogs requested. Direct purchase and agency. Kiang Hua R.O.P. (importer, wholesaler), 548-552 Siphya Rd., Bangkok. WTD 8/22/66.

333 Primary smelting, refining of nonferrous metals

FRANCE—Electric cable accessories; cable glands. Requests replies in French. Direct purchase and agency. Capri Codec (manufacturer, dealer), 24, Rue Ernest Renan, 92 Colombes. WTD 3/30/66.

● **INDIA**—Tin: 12 metric tons of tin ingot, 99.75 percent purity, bid deadline June 7, Ref. No. D/ENQ/2231. 53 metric tons of tin ingot, 99 percent purity, bid deadline June 28, Ref. No. D/ENQ/2272. Dir. Gen. of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available for $1.50 from the India Supply Mission, 2536 Massachusetts Ave., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Cables, 3 Core 23/0076 and 40/0076 silk and cotton braided; bright nichrome wire 24 swg, 80/20 nickle, chrome; bright nichrome strip 65/15/20 nickle, chrome, iron, 1/32″ x 0.003″; aluminum tubes square size 3/8″ outside dia., 20 gauge, lengths in multiple of 25″; aluminum tubes square 5/16″ outside dia., 20 gauge, lengths in multiple of 28″; aluminum tubes round, size 3/8″ outside dia., 20 gauge, lengths in multiple of 25″; mild steel tubes round 5/16″ dia., 20 gauge, lengths in multiple of 25″. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

THAILAND—General line of wire and cable. C.i.f. prices, catalogs requested. Direct purchase and agency. Charray International Incorporated Ltd. (importer, wholesaler), 28-30 New Rd., Bangkok. WTD 1/67.

342 Cutlery, hand tools, general hardware

FRANCE—Harness hardware. France Europe Import (importer, dealer, agent), 18, Avenue de Neuilly, 92 Neuilly s/ Seine. WTD 1/13/66.

Marine hardware. Requests replies in French. Direct purchase and agency. Mazura "Herson-Bel" (importer, dealer), 36, Quai de Boulogne. 92 Boulogne-Billancourt (Hts de Seine). WTD 1/13/67.

GERMANY—Newly developed hand-operated tools and machines for handicrafts. Direct purchase and agency. Herm. Stocks & Co. (importer, wholesaler), Amsinckstr. 4, Hamburg 1. WTD 9/23/65.

IRELAND—Cutlery, all types. Suttons Ltd. (importing distributor, manufacturer), Sutton House, 1 South Mall, Cork. WTD 3/67.

Tools, hand, home workshop. Suttons Ltd. (importing distributor, manufacturer), Sutton House, 1 South Mall, Cork. WTD 3/67.

Garden tools, all types. Suttons Ltd. (importing distributor, manufacturer), Sutton House, 1 South Mall, Cork. WTD 3/67.

THAILAND—Full line of builders' hand tools. C.i.f. prices, catalogs requested. Direct purchase and agency. Charkij Ltd., Part. (importer, wholesaler), 96 Chaokamrop Rd., Bangkok. WTD 4/67.

343 Heating apparatus, plumbing fixtures

FRANCE—Garage heating equipment. Requests replies in French. S. A. Suroil (importer, wholesaler), Port de Paris, 39 Route du Bassin No. 6, 92 Gennevilliers (Hts de Seine). WTD 12/23/66.

SPAIN—Portable liquid fuel heaters for industrial and commercial use. Direct purchase and agency. Burdinlan (Javier Echaide) (importer, distributor, agent), San Martin 10, San Sebastian. WTD 4/25/67.

THAILAND—Full line of plumbing fixtures. C.i.f. prices, catalogs requested. Direct purchase and agency. Charkij Ltd. Part. (importer, wholesaler), 96 Chaokamrop Rd., Bangkok. WTD 4/67.

346 Metal stampings

FRANCE—Household soap dispensers. Direct purchase and exclusive agency. Gemac Industries, SARL (importer, manufacturer, agent, dealer), 32, Rue Olivier de Serres, Paris 15e. WTD 1/11/67.

NETHERLANDS—Novelties in field of household utensils. T. International N.V. (importer), 92 Herenweg, Heemstede. WTD 4/19/67.

347 Coating, engraving services

PAKISTAN—Electroplating compounds, materials. Olympia Agencies (importing distributors), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

348 Fabricated wire products

FRANCE—Household articles such as bottle & jar carriers, shopping baskets, ceiling clothes driers, clothes rack type driers. Direct and exclusive agency. Gemac Industries SARL (importer, manufacturer, dealer, agent), 32, Rue Olivier de Serres, Paris, 15e. WTD 1/11/67.

349 Fabricated metal products

NETHERLANDS—All types of hydraulic industrial valves. N.V. Machinefabriek Stork-Jaffa (manufacturer, importer), 2 Groeneweg, Utrecht. WTD 4/21/67.

351 Engines, turbines

● **ZAMBIA**—Construction, supply and installation, commission, Kafue hydroelectric project consisting of power dam; storage and regulation dam; 500,000 kw power plant with provision for additional 250,000 kw; transformers and switchgear; required accessory equipment; approximately 200 miles 330 kv transmission line. Project value estimated at $103.6 million. Specifications for bid expected to be completed in late 1967. Prospective bidders required to submit preliminary proposal for construction and financing by May 31. Republic of Zambia, Minister of Finance, Lusaka.

352 Farm machinery

NETHERLANDS—Grain handling equipment, including conveyors, dryers, ventilators. Technische Handelsonderneming Hulsen N.V. (importer), 17 Kleverparkstraat, Haarlem. WTD 4/19/67.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Oil drilling and production equipment. Direct purchase and agency. Societe d'Approvisionnement de Materiel Petrolier—S.A.M. (importer, dealer, commission merchant, agent), 14, Rue des Reculettes, Paris, 13e. WTD 12/26/66.

Heavy civil engineering equipment; equipment and spare parts for crawler cranes, motorgraders, tractors, motor cranes. Materiel & Travaux Andre Chose S.A. (hiring of public works equipment), 8, rue Westermeyer—94 Ivry (Val de Marne). WTD 1/12/67.

NETHERLANDS—Forklift trucks. N.V. Machinefabriek Stork-Jaffa (manufacturer, importer), 2 Groeneweg, Utrecht. WTD 4/21/67.

SWEDEN—Road graders, scrapers, planers, road marking machinery, related machinery. Direct purchase and exclusive agency representation required. Catalogs, price lists requested. Haeger, A. Ingeniorsfirma (sales agent, importer), Pilgatan 23, Stockholm K. WTD 1/67.

354 Metalworking machinery

FRANCE—Gas welding appartus; aceteylene welding apparatus. Anciens Etablissements Bouteiller & Bondeville, Reunis (importer, wholesaler, retailer, agent), 71, Rue Jules Guesde, 92 Levallois-Perret (Hts de Seine). WTD 1/12/67.

NETHERLANDS—High precision, newly developed tools, fixtures for metalworking industry. N. V. Technisch Bureau Ad.A Klein (importer), 181 Sarphatistraat, Amsterdam. WTD 4/21/67.

355 Special industry machinery

COLOMBIA—Portable electric (110-120 v. 60 cycles) cleaning and degreasing machine equipped with tank and attachment for cleaning machine shop floor or airplane repair platforms. Requests descriptive literature, prices. Aerovias Nacionales de Colombia S.A. (air passenger, cargo transport), Gerencia de Mantenimiento, Aeropuerto Soledad, Barranquilla. WTD 3/67.

FRANCE—Bottle-crushers, electric, all categories, from light to heavy-duty equipment, for commercial, industrial uses. Price lists, descriptive literature requested. Direct purchase and agency. Banette & Cie (Societe) (manufacturer, dealer), 3-5 Rue Paul-Denuce; 33-Bordeaux, Gironde. WTD 11/23/66.

Textile machinery for dyeing, finishing, knitting, weaving, fabric coating machines. Jean-Pierre Pupin (commission merchant), 124, Avenue du General Leclerc, Bry-sur Marne (Val de Marne). WTD 12/15/66.

MALAYSIA—Pedal type cotton candy machine mountable on bicycles. Direct purchase and agency. Hock Hoe Trading Co. (importer, wholesaler, indent agent), 4-D Beach St., P.O. Box 829, Penang. WTD 3/14/66.

Machinery and equipment capable of producing one million tins of sweetened condensed milk per month; canning machinery for manufacture of cans. Soon Seng & Co. (importer, exporter, wholesaler, retailer, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

SWEDEN—Fingerjointing machines, other industrial woodworking machinery. Agency and direct purchase. Stiabmaskiner AB (agent, distributor), Fack, Jonkoping 1. WTD 4/19/67.

UGANDA—Machine for making match splints of wood, present factory consumption 4,500 million splints. Catalogs, prices c.i.f. Mombasa, delivery date requested. Associated Match Co., Ltd. (manufacturer), P.O. Box 1361, Jinja. WTD 4/67.

356 General industrial machinery

FRANCE—Electric rotary machines. Direct purchase and agency. Moteurs Patay (manufacturer, dealer), 99, Rue Audibert Lavirotte, 69 Lyon (8e). WTD 1/9/67.

Low, medium and high pressure industrial fans. 30 to 300,000 cubic metres per hour, 200 to 1200 millimeters static pressure. Direct purchase and agency. F.E.V.I.—Fabrication et Etude de Ventilateurs Industriels (manufacturer, dealer), 29 Rue Etienne Dolet, Paris, (20e). WTD 1/10/67.

NETHERLANDS—Hydraulic pumps. N.V. Machinefabriek Stork-Jaffa (manufacturer, importer), 2 Groeneweg, Utrecht. WTD 4/21/67.

357 Office, computing, accounting machines

NETHERLANDS—Industrial automatic weighing, registration equipment. N.V. Machinefabriek Stork-Jaffa (importer, manufacturer), 2 Groeneweg, Utrecht. WTD 4/21/67.

TRINIDAD, W.I.—Photo copying machines, addressing machines, postage meter machines. Direct purchase and agency. Eric Solis Ltd. (importer, wholesaler, retailer), 41 Dundonald St., Port of Spain. WTD 9/27/66.

★★ **ZAMBIA**—All types of scales and weighing equipment. Mrs. D. Sharp, Zambia Scale Service Ltd. (importer), P.O. Box 1641, Lusaka. WTD in preparation.

358 Service industry machines

FRANCE—Commercial laundry equipment. Request replies in French. Direct purchase and agency. Noelec (importer, retailer, agent), 163, Avenue d'Italie, 75- Paris (13). WTD 12/21/66.

IRELAND—Industrial, commercial refrigeration, air-conditioning equipment. Alfred Roberts & Co. Ltd. (importer), 17 Clyde Rd., Dublin 4. WTD 12/16/66.

NORWAY—General catering equipment, such as beverage dispensers, infra-red food warmers, plastic dishwashing racks, film wrapping equipment. Direct purchase and agency. Didr. Andersen & Son A/S (wholesalers, manufacturers' agent), Foreningsgaten 3, Bergen. WTD 6/6/66.

SOUTH AFRICA—All types of automobile car wash systems, coin operated self service, others. Requests catalogs, brochures, prices. Autorite (Cape) Limited (importing distributor), P.O. Box 2490, Cape Town, Cape Province. WTD 1/6/67.

361 Electric transmission, distribution equipment

FRANCE—Circuit breakers. Requests replies in French. Direct purchase and agency. Capri-Codec (manufacturer, dealer), 24. Rue Ernest Renan, 92 Colombes. WTD 3/30/66.

362 Electrical industrial apparatus

● **ETHIOPIA**—Supply 25 engine generator sets with battery banks or thermoelectric generators with converters 5-20 w., 24 volt D.C. power supply for remote telephone terminal stations. Bids may be on bidders own form but must be accompanied or preceeded by bid bond. Bid deadline 6 p.m., May 30, in Addis Ababa, bid opening May 31 open to bidders or agents. Tender No. 2/67 Imperial Board of Telecommunications of Ethicpia, P.O. Box 1047, Addis Ababa. Specifications available for review only, not for loan, in the Power & Electrical Equipment Div., Rm. 4124, Main Commerce Bldg., Washington, D.C. 20230 (telephone: 202-7-4241)

FRANCE—Electric welding appartus, accessories. Anciens Etablissements Bouteiller & Bondeville, Reunis (importer, wholesaler, retailer, agent), 71, Rue Jules Guesda, 92 Levallois-Perret (Hts de Seine). WTD 1/12/67.

● **GREECE**—Supply and supervise erection of two 3000 kw, 428 to 750 rpm, 6300 v, 50 cycle diesel generator sets for the Rhodes power station on the Island of Rhodes. Tender No. DED-5082/C-1, bid deadline extended to May 30 (See International Commerce April 17, P. 42). Public Power Corp., 23 Chalkokondyli St., Athens 120, Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● Supply of four 2500 kw, A.C., .8 pf, three phase, 50 cycles, 6300 volt (or alternate bid 15,000 volt), 300-428 rpm, diesel generator sets for installation at Mytilene Island. Tender No. DED-5080/C-1, bid deadline now set for June 16 (see International Commerce Apr. 10, P. 72). Public Power Corp., 30 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

● **INDIA**—Supply and installation of equipment for remote control of street lighting and other controlled apparatus. Tender No. MPS (G)/3006/66-67/A, bid deadline June 8. Controller of Stores, The Bombay Electric Supply & Transport Undertaking, Best House, Bombay 1 BR.

A copy of specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Div., BDSA-662, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

363 Household appliances

FRANCE—Electric household appliances and apparatus, principally household refrigerators; laundry and dish-washing machines, kitchen equipment, gadgets. Direct purchase and agency. Requests replies in French. "Technic Radio" (Etablissements Labat) (dealers, agents), Palais des Pyrenees; 64—Pau, (Basses-Pyrenees). WTD 9/16/66.

Household cooking equipment; ranges, ovens; household refrigerators; commercial and industrial refrigeration equipment; household laundry equipment: washing machines, wringers, driers, ironers; electric housewares, fans; vacuum cleaners. Requests replies in French. Direct purchase and agency. Noelec (importer, retailer, agent), 163, Avenue d'Italie. 75- Paris (13). WTD 12/21/66.

★★ **ZAMBIA**—Sewing machines for home and industrial use. Mr. A. E. Piers, Mng. Dir., Bernina Sewing Machines Ltd. (manufacturer, importer, retailer), P.O. Box 2000, Ndola. WTD in preparation.

364 Electric lighting, wiring equipment

FRANCE—Electrical conduits and fittings, metal and plastic; electrical junction boxes; electrical switch boxes; electrical fixture connectors; wire connectors. Requests replies in French. Direct purchase and agency. Capri Codec (manufacturer, dealer), 24, Rue Ernest Renan, 92 Colombes. WTD 3/30/66.

Low wattage incandescent bulbs, for use as signs. Requests replies in French. Acrilux (manufacturer, dealer, agent), 12, Rue des Montiboeufs, 75 Paris, 20e. WTD 1/67.

IRELAND—Lighting equipment of all types especially sheet lighting. Direct purchase and agency. Neltronic Limited (importing distributor, manufacturer's agent), 9 Appian Way, Dublin 4. WTD 3/67.

365 Radio, television receiving sets

★★ **CONGO**—Radios and television parts. Mr. Mose Nkasi, Nkasi & Fils TV-Radio (retailer), B.P. 8923, Kinshasa. WTD in preparation.

FRANCE—Audio equipment. Electro Acoustique Europeenne (importer, manufacturer, wholesaler), 41, Rue des Boulets, Paris, 11e. WTD 1/6/66.

Public address systems, music distribution apparatus; radio, television receiving sets. Requests replies in French. Direct purchase and agency. Noelec (importer, retailer, agent), 163, Avenue d'Italie, 75 Paris (13). WTD 12/21/66.

366 Communication equipment

THAILAND—Broadcast and communication equipment ranging from 5 kilowatts to 50 kilowatts, AC 50 cycle, 220 Volt. C.i.f. prices, catalogs requested. Direct purchase and agency. Charray International Inc. Ltd. (importer, wholesaler), 28-30 New Road, Bangkok. WTD 1/67.

367 Electronic components, accessories

FRANCE—Transmitting, industrial and special purpose electron tubes. Electro Acoustique Europeenne (importer, manufacturer, wholesaler), 41, Rue des Boulets Paris, 11e. WTD 1/6/66.

Electronic components: solid state electronic devices, inductors, transformers, capacitors. "Inter-Elec" S.A. (manufacturer, dealer), 65-67, Avenue Gambetta, Paris, 20e. WTD 1/5/67.

NETHERLANDS—Highly sophisticated types of transistors, resistors; integrated circuits. Electhermo Amsterdam N.V. (importer, manufacturer), 695 Keizersgracht, Amsterdam. WTD 4/20/67.

369 Electrical machinery, equipment, supplies

FRANCE—X-ray apparatus. Direct purchase and agency. R. A. Brissot (importer, dealer, agent), 183, Rue des Pyrenees, Paris, 20e. WTD 12/23/66.

PAKISTAN—Heating elements; tubular sheathed in stright lengths of 28", tubular sheathed for hot plates in standard sizes, Kettle elements, immersion type complete with locking rings and washers, ejection safety devices, electric irons elements (mica), universal fittings 220/250 volts 450 and 750 watts, switches: toggle, push button, heat control, lampholder switches, electric iron connectors. Olympic Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

371 Motor vehicles, motor vehicle equipment

DOMINICAN REPUBLIC—Parts, accessories for passenger cars. Direct purchase and agency. Dominican Tire Co., C. por A. (retailer, agent, importer), P.O. Box 786, Santo Domingo. WTD 4/20/67.

FRANCE—Accessories for motor vehicles, not installed as original equipment at the factory. Societe d'Equipments Automobiles & Industriels (importer, wholesaler), 115, Rue de la Croix-Nivert, Paris, 15e. WTD 12/23/66.

Automobile equipment for handicapped persons and driving schools, such as hand accelerator, hand brake, steering wheel with handle. Requests replies in French. S.C.A.—Societe Saint Cloud Automobiles (importer, manufacturer, dealer), 147, Avenue du Marechal Foch, 92 Saint-Cloud. WTD 1/6/67.

NICARAGUA—Motor vehicle parts, accessories. Requests catalogs, quotations. Requests replies in Spanish. Cooperativa de Propietraios de Vehiculos de Transporte Interlocal de Nicaragua (cooperative), Parada de la Estacion, Leon. WTD in preparation.

PAKISTAN—Engine rebuilding plant including crankshaft grinding, welding, crack detecting. National Motor Stores (importing distributor), Outside Eminabadi Gate, Off G.T. Road, Gujanwala. WTD 4/17/67.

373 Ship building, repairing

FRANCE—Motor boats; pleasure boats; accessories for pleasure boats. Requests replies in French. Direct purchase and agency. Mazura "Herson-Bel" (importer, dealer), 36, Quai de Boulogne, Boulogne-Billancourt (Hts de Seine). WTD 1/13/67.

375 Motorcycles, bicycles, parts

DOMINICAN REPUBLIC—Parts for motorcycles, bicycles. Direct purchase and agency. Dominican Tire Co., C.por A. (retailer, agent, importer), P.O. Box 786, Santo Domingo. WTD 4/20/67.

381 Engineering, laboratory, scientific, research instruments

IRELAND—Laboratory instruments, appliances. Thomas H. Mason & Sons, Ltd. (importing distributor), Crane La. (off Dame St.), Dublin 2. WTD 3/67.

382 Instruments for measuring, controlling, indicating physical characteristics

NORWAY—Instruments, equipment for bomb shelters. Per Hetland (manufacturer, contractor), Bryne, Time Herred. WTD in preparation.

PAKISTAN—Thermostatic controls for electric irons, coffee percolators, water heaters, fans, room heaters. Olympia Agencies (importing distributor), Mile Stone 4, Multan Rd., Lahore. WTD 11/8/66.

384 Surgical, medical, dental instruments

FRANCE—Dental supplies such as alloys, amalgams, cement, enamels, plaster, wax. Direct purchase and exclusive agency. Pyramid (importer, dealer), 24, Rue Jean Mermoz, 75 Paris, (8). WTD 1/11/67.

Safety devices against injuries to workmen, such as helmets, gloves, dust masks, asbestos protective clothing. Direct purchase and agency. La Protection Rationnelle (importer, manufacturer, wholesaler), 40, Rue Louis Blanc, Paris, 10e. WTD 1/9/67.

Small dental instruments; monoblock tungsten carbide revolving tools. Fabrique de Fraises Dentaires (manufacturer, dealer), 26, Rue du Pre-Doulet, 18 Bourges. WTD 1/9/67.

Disinfecting apparatus for operating rooms. Etablissements Paul Richard & Cie—SAGMA (importer, wholesaler), 7, Avenue Paul-Adam, Paris, 17e. WTD 12/23/66.

PAKISTAN—Alginate impression materials; acylic teeth; acylic powder, pink, and liquid; dental chairs, units; dental laboratories constructing artificial dentures; bridges; inlays, other dental restorations. Lahore Dental Depot (importing distributor), Hall Rd., Lahore. WTD 11/30/66.

385 Ophthalmic goods

FRANCE—Eye protectors to prevent injuries to workmen. Direct purchase and agency. La Protection Rationnelle (importer, manufacturer, wholesaler), 40, Rue Louis Blanc, Paris, 10e. WTD 1/9/67.

386 Photographic equipment

AUSTRIA—Cameras, photographic equipment, supplies of all kinds, including such for photographic laboratories. Direct purchase and agency. Ka Ra Fot, Stefanie Vrba (importer, wholesaler, manufacturers' representative), Benedikt Schellingergasse 10, A-1150 Vienna. WTD 4/67.

394 Toys, amusement, sporting goods

FRANCE—Small toys, such as dolls, animals, dolls' furniture. Direct purchase and agency. Les Jouets Rationnels (importer, manufacturer, wholesaler), 6, Rue Cauchois, Paris, 18e. WTD 1/12/67.

Fishing tackle; solid & tubular spinning rods, fly lines, lures, worms in cans. Direct purchase and agency. Courrier & Compagnie (importer, wholesaler, agent), 26, Rue de la Pepiniere, 75 Paris, 8e. WTD 11/2/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Buttons of all materials. Requests replies in French. Manufacture de Produits Plastiques (manufacturer, wholesaler), 59-Blaringhem. WTD 12/27/66.

399 Manufacturing industries

FRANCE—Novelties, giftware, fancy items, advertising articles, baubles, gewgaws, smokers' requisites, related lines. Direct purchase and agency. Requests replies in French. Edmond Fillon (wholesaler), 12 Rue Alsace-Lorraine; 79-Parthenay, (Deux-Sevres). WTD 7/25/66.

SPAIN—Smokers' supplies, gift items, and novelties. Emperador—Importacion y Exportacion (importer, wholesaler, retailer), Martires Concepcionistas 17, Madrid (6). WTD 4/67.

509 Wholesalers

★★ **GHANA**—Stationery and supplies. Mr. Alex Asante, Marketing Development Officer, West Coast Trading Co., Ltd (commission agency), P.O. Box 1570, Accra. WTD in preparation.

521 Building materials

★★ **GHANA**—All types of building supplies for private and public housing. Mr. Joseph Bedu, Mng., Dir., Building Industries Co. (contractor), P.O. Box 822, Sekondi. WTD in preparation.

569 Miscellaneous apparel, accessory stores

★★ **GHANA**—All types of sports clothing for men, women. Mr. Christopher Okpoti, Ebenezer Trading Co., Ltd. (importer, wholesaler, retailer), Box A 127, Labadi, Accra. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Deep frozen meat offals. Marcel Boutet (commission merchant), 4, Rue de Tournon, 75-Paris (6). WTD 1/12/67.

203 Canning, preserving foods

BELGIUM—Dietetic jams, jellies, supplements, bread, preserves. Capra S.P.R.L. (agent), 16 Rue M. Lindekens, Brussels 15. WTD 4/18/67.

FRANCE—Shellfish powder. Marcel Boutet (commission merchant), 4, Rue de Tournon, 75-Paris (6). WTD 1/12/67.

220 Textile mill products

BELGIUM—Fabrics made of cotton, artificial fibers, to be used in ladies, men's apparel. A. Gevaert & Co. (Gevaco) N.V. (manufacturer, importer, exporter), 3 Tacambaroplein, Oudenaarde. WTD 4/67.

FRANCE—Paper clothing, paper bed sheets, other articles in paper. Patrick Jeanson (agent), 25, Rue du Faubourg Saint-Honore, 75-Paris (8). WTD 12/20/66.

221 Broad woven fabric mills, cotton

FRANCE—Cotton wiping rags. Exclusive agency requested. L'Essuyage de L'Ile de France (importer, wholesaler), 27, Rue Franklin, 93 Montreuil. WTD 12/21/66.

223 Broad woven fabric mills, wool

FRANCE—Broad-woven wool felts, for hatmaking industry. Giuseppe Grevi (agent), 13, Rue Richer, 75 Paris (9). WTD 12/21/66.

225 Knitting mills, products

FRANCE—Sport shirts made in knitting mills. Multi Stocks (importer, wholesaler), 30, Rue de Picardie, Paris 3e. WTD 12/27/66.

SOUTH AFRICA—Knitted worsted suitings. H. L. Hompes & Co. (Pty), Limited (manufacturers' representatives), P.O. Box 3840, Johannesburg. WTD in preparation.

227 Floor covering mills, products

FRANCE—Tufted carpets; woven textile fiber carpets. Derache Constant (manufacturer, dealer), 91, Rue du Colisee, 59 Lys-lez-Lannoy. WTD 12/22/66.

UGANDA—Woven carpets and rugs, tufted carpets and rugs. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Sport clothing, men's, boys'. Multi Stocks (importer, wholesaler), 30, Rue de Picardie, Paris, 3e. WTD 12/27/66.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Sport shirts. Multi Stocks (importer, wholesaler), 30, Rue de Picardie, Paris 3e. WTD 12/27/66.

Blue jeans. Etablissements Texona (manufacturer, dealer), 141, Rue du Molinel, 59 Lille. WTD 12/22/66.

238 Apparel, accessories

FRANCE—Raincoats. Multi Stocks (importer, wholesaler), 30, Rue de Picardie, Paris, 3e. WTD 12/27/66.

239 Fabricated textile products

UGANDA—Bedspreads and bed sets, jaquard woven fabrics; sheets, pillowcases, towels and towelling, nappery, pillows, miscellaneous textile housefurnishings, slip covers, mattresses, curtains and draperies, carpet linings. Vallenders Ltd. (importer, retailer, wholesaler), P.O. Box 3295, Kampala. WTD 4/67.

262 Paper mills, products

FRANCE—Wrapping paper thin, special; sanitary tissue; disposable toilet seat covers. Requests replies in French. Papeteries du Pont de la Roque et Bouton Brochard (manufacturer, dealer), 106, Rue des Dames, 75- Paris (17). WTD 12/20/66.

Toweling paper. Exclusive agency requested. L'Essuyage de l'Ile de France (importer, wholesaler), 27, Rue Franklin, 93 Montreuil. WTD 12/21/66.

264 Converted paper, paperboard products

FRANCE—Unprinted paper wrappers; waterproof wrapping paper. Requests replies in French. Papeteries du Pont de la Roque et Bouton Brochard (manufacturer, dealer), 106, Rue des Dames, 75- Paris (17). WTD 12/20/66.

275 Commercial printing

NETHERLANDS—Colored photo, other picture post cards, including novelty type. Emergo (import agency), 23 van Kijfhoeklaan, The Hague. WTD 9/22/66.

277 Greeting card manufacturing

NETHERLANDS—Greeting cards for all occasions. Exclusive representation. Emergo (import agency), 23 van Kijfhoeklaan, The Hague. WTD 9/22/66.

282 Synthetic materials

GREECE—Synthetic fibers for spinning mills. Requests price quotations ex-works, or f.o.b. New York, or c.i.f. Piraeus. Myriotis Brothers (sales agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

283 Drugs

FRANCE—Antibiotics: bulk, uncompounded; antibiotics in vial or tablet form; vitamins, natural and synthetic; vitamin preparations; vaccines. Etablissements Maurice Saint-Cyr (importer, wholesaler, agent), 20, Rue Dufay, 76 Rouen. WTD 1/13/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Cosmetics, perfumes, toilet preparations, shampoos, shaving products, beauty creams. Etablissements Maurice Saint-Cyr (importer, wholesaler, agent), 20, Rue Dufay, 76 Rouen. WTD 1/13/67.

Liquid window glass cleaners; soapless synthetic organic detergents and synthetic organic with soap detergents; rust removers; furniture, metal, and other polishes; waxes and dressings for fabricated leather, other materials; disinfectants, deodorants; dry creams. Etablissements Maurice Saint-Cyr cleaning and sanitation preparations. Exclusive agency requested. L'Essuyage de l'Ile de France (importer, wholesaler), 27, Rue Franklin, 93 Montreuil. WTD 12/21/66.

289 Chemical products

MALAYSIA—Patchouli oil. Direct sale and agency. Lee Peng Siew Co. (indent agent, importer, wholesaler, retailer, commission merchant), 146 Beach St., P.O. 711, Penang. WTD 10/11/66.

299 Poducts of petroleum, coal

FRANCE—Rust arresting compounds. L'Essuyage de l'Ile de France (importer, wholesaler), 27, Rue Franklin, 93 Montreuil. WTD 12/21/66.

307 Plastic products

FRANCE—Miscellaneous finished plastic products, novelties, and gadgets, including household hardware; bathroom accessories and fittings; tableware, and kitchen utensils; gardening equipment, flexible hose, plastic

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, Wyo., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg. 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

implements, articles for farm use. Request replies in French. Comptoir d'Approvisionnement Plastique (dealers, sales agents), 10 Rue Daniel Argote; 64-Bayonne, (Basses-Pyrenees). WTD 10/7/66.

311 Leather tanning, finishing

FRANCE—Morocco-leather goods for handbag making. Giuseppe Grevi (agent), 13, Rue Richer, 75-Paris (9). WTD 12/21/66.

Raw or pickled skins; pickled splits or wet-blue. Barthelemy-Cuirs (importer, dealer), 155, Cours Caffarelli-Mondeville, B.P. No. 236, 14 Caen. WTD 12/20/66.

322 Glass, glassware

FRANCE—Glass electric insulators. L. Duliscouet, S.A. (manufacturer, dealer, commission merchant), Zone Industrielle du Prat, Vannes-(56). WTD 12/29/66.

326 Pottery, related products

FRANCE—Electrical insulators; pin type, suspension type, switch and bus type, porcelain. L. Duliscouet, S.A. (manufacturer, dealer, commission merchant), Zone Industrielle du Prat, 56, Vannes. WTD 12/29/66.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

333 Primary smelting, refining of nonferrous metals

FRANCE—Electronic, nuclear industry products, such as scandium, indium, gallium, cesium, dysprosium, rhenium, palladium, rhodium, osmium, ruthenium. MAPREN—Materiaux & Produits Electroniques & Nucleaires (importer, agent, commission merchant), 8, Rue Bellini, Paris, 16e. WTD 12/23/66.

351 Engines, turbines

PAKISTAN—Engines, diesel, marine. Requests catalogs, quotations, C. & F., Karachi. Taseer Sons (importer), 5 Nadir House, McLeod Rd., Karachi. WTD 2/25/66.

355 Special industry machinery

GREECE—Mercerizing machines, screen printing and roller printing machines, calenders for textile industry; machinery for paper industry paper pulp, paper and paper products industries, including calenders. Requests descriptive literature, prices ex-works, or f.o.b. New York or c.i.f. Piraeus. Myriotis Brothers (sales agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

SOUTH AFRICA—Equipment for use by beverage manufacturing industries, such as low level detectors, under weight detectors for cans, can filling and seaming equipment, case packing, unpacking equipment. International Products (Pty), Ltd. (manufacturers' agent), P.O. Box 3071, Cape Town. WTD 4/25/67.

357 Office, computing, accounting machines

PAKISTAN—Scales, industrial, weighing and force measuring machines. Requests catalogs, quotations, C. & F., Karachi. Sibtain Brothers (importer), P.O. Box 4225, Ghafur Chambers, Victoria Rd., Karachi. WTD in preparation.

358 Service industry machines

FRANCE—Dispensing and measuring pumps for gasoline and oil, used in service and filling stations; car washing units; car upholstery cleaning machines. Societe des Etablissements Roger Brillie-Chemico (manufacturer, dealer, agent), 17, Rue Pages, 92 Suresnes (Hts de Seine). WTD 1/6/67.

SOUTH AFRICA—Do-it-yourself coin-operated automobile washing units. Amalgamated Distributors Corp. (Pty), Ltd. (marketing representatives), P.O. Box 791, Vereeniging, Transvaal. WTD 5/2/66.

361 Electric transmission, distribution equipment

FRANCE—Multi-pole switches; time switches. Societe de Distribution de Materiel Electrique et Electronique—SODIMATEL (importer, dealer), 44, Rue Alphonse-Penaud, Paris 20e. WTD 1/3/66.

362 Electrical industrial apparatus

FRANCE—Time delay relays; electric contactors. Societe de Distribution de Materiel Electrique et Electronique—SODIMATEL (importer, dealer), 44, Rue Alphonse-Penaud, Paris 20e. WTD 1/3/66.

364 Electric lighting, wiring equipment

FRANCE—Electric light bulbs and tubes; switches: snap, push button, timbler; electric cord connectors; electric contactors. L. Duliscouet, S.A. (manufacturer, dealer, commission merchant), Zone Industrielle du Prat, 56 Vannes. WTD 12/29/66.

367 Electronic components, accessories

FRANCE—Electric switches. Societe de Distribution de Materiel Electrique et Electronique—SODIMATEL (importer, dealer), 44, Rue Alphonse-Penaud, Paris, 20e. WTD 1/3/66.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Instruments for testing compression strength of concrete and building material; thermometers, industrial. Requests catalogs, quotations, C. & F., Karachi. Sibtain Bros. (importer), P.O. Box 4225, Ghafur Chambers, Victoria Rd., Karachi. WTD in preparation.

387 Watches, clocks, parts

FRANCE—Electric timing mechanisms; spring driven timing mechanism. Societe de Distribution de Materiel Electrique et Electronique—SODIMATEL (importer, dealer), 44, Rue Alphonse-Penaud, Paris 20e. WTD 1/3/66.

394 Toys, amusement, sporting goods

NETHERLANDS—Toys including educational type, puzzles, pranks, jig-saws, other novel non-mechanical type toys. Emergo (import agency), 23 van Kijfhoeklaan, The Hague. WTD 9/22/66.

Libya issues tenders for television network

Ministry plans national link-up, looks for turn-key agreement

The Govt. of Libya has embarked upon an ambitious program which will eventually provide television coverage to the entire nation. The Libyan Minister of Information & Culture has announced the international tender for the first stage of Libya's national television network. The tender calls for the turn-key construction of facilities and the procurement and installation of equipment for three television stations. The stations, which will be located in Tripoli, Benghazi and Baida, will provide television coverage to Libya's largest cities. The Govt. anticipates expanding the system at a later date to include all populated areas through the use of nine or ten relay stations.

Conditions and specifications of the tender are available from the Libyan Ministry of Information & Culture for a non-refundable fee of $560 (200 Libyan pounds). Bids must be submitted by Aug. 7.

Tunisia invites bidders on school construction

The Govt. of Tunisia is seeking bids for construction of a kitchen and outlying buildings of a secondary school at Kairouan, about 100 miles southwest of Tunis. This school is to be built under an agreement recently signed between the Tunisian Govt. and the IBRD/IDA. The work is estimated at 17,000 dinars (approximately $34,000). The bid also calls for construction of a laundry of the same secondary school, for which the work is estimated at approximately $14,000. Bidding forms for either or both projects are available from Mr. O. C. Cacoub, architect, 45 Ave. H. Bourguiba, Tunis. Bid deadline is May 30, and receipt of bid forms carries an obligation to bid.

Further inquiries should be addressed to Secretariat d'Etat aux Travaux Publics et a l'Habitat, Division des Batiments Civils, Tunis, and correspondence is preferred in French.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA (A$1 = US$1.12)—Following the approval now given by the Western Australian Government, **construction of the Mt. Newman project is to begin immediately.** The initial phase will cost about $200 million. While the complex negotiations to set up the joint venture have been going on, preliminary engineering and design work was put in hand. As a result site work was reportedly started on May 1.

Contracts for construction and engineering work have been let to Bechtel Pacific Corp., Ltd., a wholly-owned subsidiary of the Bechtel Corp. of San Francisco, for general construction management services; Tippets-Abbett-McCarthy-Stratton (TAMS) of New York, for general engineering, railroad engineering, dredging port and harbor engineering; McDowell-Wellman Engineering Co. of Cleveland, Ohio, for engineering of the ore handling system.

Major contracts for the supply of material have been let to Millars Timber & Trading Co., Ltd. of Perth, for railroad sleepers; The Broken Hill Proprietary Co., Ltd., for rails and sleeper plates. Tenders have been called for several other contracts for supply of equipment.

A joint venture agreement and associated documents which establish the structure of the project have been signed by the participants in the venture, which include American, Australian, Japanese and British interests.

The project ranks as one of the biggest private construction undertakings in the world. It involves development of an open cut mine at Mt. Whaleback, the prime ore body of the Mt. Newman deposits; crushing and screening plant at the foot of Mt. Whaleback; a 265 mile heavy duty standard gauge railroad to Port Hedland; a pier at Nelson Point in the inner harbor of Port Hedland, with berthing capacity for two ships; and large scale mechanical loading and stockpiling facilities. In addition, housing and servicing facilities will be built at the mine and port, while the harbor and its approaches will be dredged to provide access for 70,000 ton ore carriers in the first instance, and 100,000 tonners eventually.

Broken Hill Proprietary Co., Ltd., has offices in Melbourne at 600 Bourke St.

BRITISH HONDURAS—The United Kingdom firm of Pauling & Co. has won a BH $21.2 million (US $14.8 million) contract for **construction of the public sector of the new capital city** 50 miles inland from Belize City. A government announcement said the contract was to be signed the week of Apr. 17, with work to begin within six weeks of signing and to end within 30 months. The project may employ some 1,000 workers.

The contract covers basic facilities such as roads, drainage, water supply, electricity, sewage as well as the following public buildings: a legislative assembly, two government office blocks, post office, magistrate's court, 42 bed hospital, two primary schools and a high school. It also includes 740 houses. The Public Works Dept. has already erected 83 houses for construction workers at the site, on the junction of the Western and Hummingbird (Stann Creek) highways near the village of Roaring Creek.

As the lowest bidder, Pauling will sign the contract with the Crown Agents in London, acting on behalf of the Government of British Honduras. Also involved in the project are the Ministry of Overseas Development and at least one British consulting firm. It is expected that the project will be administered locally by the Reconstruction & Development Corp., P.O. Box 92, Belize City, whose gen. mgr. is Mr. Magnus Halcrow.

'. . . tune in next week at the same time'

The serial is great for some forms of entertainment.

But not for business correspondence.

If you respond to one of the advertisers in these pages give him the WHOLE story the first time.

- Your unit of sale—whether by the foot or the ton—and what kind of a ton.
- Details of various price lines available if you have such distinctions as "utility", "standards" or "deluxe".
- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

THAILAND—Plans for the $10 million hotel-building complex known as "Dusit Towers" (see report this column, Oct. 31, 1966) are progressing. **The main elements of this project are a 12 story office building and a 22 story, 510 room deluxe hotel** including convention and group meeting facilities for up to 1,000 persons.

U.S. suppliers of kitchens, laundry, air-conditioning and other hotel equipment could realize sales up to $2 million provided price and credit terms are favorable. The promoters, who have already broken ground for the building, are interested in "package" offers covering broad categories of equipment (as against many individual offers). U.S. firms interested in presenting offers should contact Mr. Irwin Schuman, Advisor, Dusitthanee Corp., Saladang Circle, Rama IV Rd., Bangkok.

PERU—Govt. of Peru Supreme Decree 50-H, March 6, authorized US$2.8 million loan contracts with the Inter-American Development Bank **for public works related to the Auada Blanca Dam near Arequipa.** A subsequent supreme decree, 22-F, March 31, approved bid specifications and authorized a call for bids.

Interested bidders should write the Director de Irrigacion, Ministerio de Fomento y Obras Publicas, Lima, Peru.

Leads for Importers

Commodities are offered direct unless specified

109 Miscellaneous metal ores

CEYLON—Ilmenite, rutile, zircon. The Chairman, Ceylon Mineral Sands Corp., 22/1 Thurstan Rd., Colombo 7.

203 Canning, preserving foods

SPAIN—Anchovy fillets canned in olive oil, bulk anchovies in brine. Requests replies in Spanish. B. Battista Orlando (fish packer, exporter), Zamanillo s/n, Laredo, Santander, WTD 4/25/67.

204 Grain mill products

MALAYSIA—Tapioca flour, seeds. Nyalchand Motichand & Co. (exporter, commission merchant, indent agent), 101 King St., P.O. Box 114, Penang. WTD 8/26/66.

207 Confectionery

IRAN—Pistachio nuts. Baboo Trading Co., Ltd. (importers, exporters), Saraye Javaheri, Boozarjomehri Ave., Tehran. WTD 4/25/67.

232 Men's, youths', boys' furnishings, work clothing

SPAIN—Pants, dress, sport and work for men, youth, boys. Confecciones Americanas Espanolas, S.A. (manufacturer, exporter), Carretera Maria Magdalena 8, Madrid (16). WTD 4/67.

233 Women's, misses', juniors' outerwear

SPAIN—Women's, misses' suits, jackets, skirts, coats made of suede, fine furs, "napa". Antelux, S.L. (manufacturer, exporter), Marques de Lema 13, Madrid (3). WTD 4/67.

283 Drugs

IRAN—Liquorice roots, Cummin seeds. Baboo Trading Co., Ltd. (import, export), Saraye Javaheri, Boozarjomehri Ave., Tehran. WTD 4/25/67.

323 Glass products

FRANCE—Plate-glass mirrors, large-sizes, for home decoration; modern 'de luxe' articles, plain and fancy, including classic and ornate wall-mirrors, door- and window-mirrors; glass-top tables in various shapes and sizes, for cocktail and apartment decoration, ranging in

height from 14 to 18 inches, approximately. Miroiterie Marly Freres (manufacturer), 213 Cours de l'Argonne; 33- Bordeaux, Gironde. WTD 4/20/67.

333 Primary smelting, refining of nonferrous metal

MALAYSIA—Refined tin, approximately 100 tons per month. H. H. Bhatt & Co. (exporter, indent agent, commission merchant), 90 Penang St., Penang. WTD 3/14/66.

Refined tin, approximately 100 tons per month. Nyalchand Motichand & Co. (exporter, indent agent, commission merchant), 101 King St., P.O. Box 114, Penang. WTD 8/26/66.

362 Electrical industrial apparatus

SWEDEN—Numerical position indicator for machine tools, measuring equipment. Brochures available on loan from U.S. Dept. of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Retab AB (manufacturer, exporter, importer), P.O. Box 932, Lidingo 9. WTD 4/67.

396 Costume jewelry, novelties, buttons, notions

IRELAND—Button blanks. North Cork Creameries (manufacturer), Kanturk, Co. Cork. WTD 12/15/66.

739 Miscellaneous business services

U.A.R.—Business consultant to firms making deep-drawn steel sheet particularly suitable for manufacturing butane tanks for domestic use. Alois Gartler (business consultant), 9, Brazil St., Zamalek, Cairo. WTD 4/22/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—Nathan Serlin, L. Serlin & sons Ltd., 2/4 Southgate Rd., Islington, London, N.1., **interested in direct purchase and agencies for all types of furniture.** May 3 via New York for 3 weeks. c/o Manhattan Beach Hotel, Corbin Pl., Brooklyn, N.Y. 11235. Itinerary: New York, Chicago. WTD in preparation.

FRANCE—Jean-Pierre de Lara, La Bontiss, 35 Ave. Pierre ler de Serbie, Paris 8e, **interested in negotiating an arrangement with a U. S. firm to become importing distributor with warehousing facilities, an agent, or eventually a licensee.** Apr. 28 via San Francisco for one month. c/o Gerard Jian, 464 Noe, San Francisco, California. Itinerary: San Francisco, other cities as required. WTD in preparation.

GUATEMALA—Ramiro Fuertes E., Fabrica Maymo de Marcos y Molduras, Ruta 7, #2-48, Zone 4, Guatemala City, **interested in finding U. S. importer to distribute line of molding for art framing, art works.** May 10 via New Orleans for 15 days. c/o Consulate of Guatemala, Miami, Fla. Itinerary: New Orleans, Miami. WTD in preparation.

HONG KONG—Mrs. Lambert (Nancy) Kwok, The Wing On Co., Ltd., 213 Des Voeux Rd. Central, Hong Kong, **interested in exclusive agency for many consumer goods, especially fashions.** May 20 via New York for approx. one month. c/o Wing On Co., Inc., 780 Mission St., San Francisco, Calif. 94103. Itinerary: New York for three weeks, Canada, ten days in San Francisco, Los Angeles, and possibly Dallas. WTD 4/19/66.

INDIA—S. C. Jain, Dhrangadhra Chemical Works Ltd., 15-A Horniman Circle, Bombay 1, **interested in manufacture of chlorine-based products** and requesting technical information. May 5 via New York for one month. c/o Wah Chang International Corp., 100 Church St., New York, N. Y. 10007. Itinerary: New York, others to be arranged. WTD 10/22/65.

NIGERIA—Ismail Mudah, Ismail Mudah & Sons, 45 Lebanon St., Ibadan, **interested in textiles** and requesting technical information. Mid-May via New York for two weeks. c/o Division of Schwarzenbach Huber & Co., 119 W. 50th St., New York, N.Y. 10018. Itinerary: New York. WTD under revision.

. . . where credit is due

Detroit wouldn't be the place it is today if all its output had to be sold for cash. There isn't that much free money around.

And world trade last year would not have reached the staggering total of $164,000,000,000 if all the sellers required an irrevocable letter of credit or cash in advance.

The machinery of commerce at home and abroad is greased by credit.

Keep it in mind.

The next time you write one of the advertisers in these pages don't just ask him for a letter of credit—ask the Commerce Department Field Office or your bank for advice on financing foreign trade.

NORWAY—F. H. Blom, Dir., Blom & Blom A/S, Bispeveien 5, Tonsberg, **interested in obtaining sales agencies for products used in the oil and shipping industries.** May 7 via New York for one month. c/o Hart & Burns Co., Box 188, Riverside, Calif. Itinerary: New York, other East Coast port cities, Los Angeles. WTD 4/27/67.

PARAGUAY—Fernando Arza Encina, representing his own firm, Casilla Postal 793, Asuncion, **interested in generators, motor pumps, feedstuff mills, industrial motors for farm and ranch use, vitamins for cattle, agricultural and livestock equipment.** May 9 via Dallas for 16 days. Itinerary: 5/10-20 New York c/o Taft Hotel, 7th Ave. & W. 50th St., New York, N. Y. 10019; 5/21-27 Washington, D. C. WTD 9/29/66.

SOUTH AFRICA—A. Ettin, Campbell & Thieselton (Pty.) Ltd., P. O. Box 985, Johannesburg, **interested in direct purchase and agencies for food items, cosmetics, toiletries, domestic hardware.** May 25 via New York for six-eight weeks. c/o Brown Bros. Shipping Co. (Pty.) Ltd., 855 Ave. of the Americas, New York, N. Y. 10001. Itinerary: New York, Houston, Dallas, Los Angeles, San Francisco, Chicago. WTD under revision.

SOUTH AFRICA—A Scholtz, R. S. Devices (Pty.) Ltd., Bosman Bldg., Eloff St., Johannesburg, **interested in finding a U. S. firm willing to manufacture under license or to acquire the patent rights for "Pres-Pul" door lock patented by his firm.** May 20 via New York for three weeks. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. 10021. Itinerary: New York, Chicago, Washington, D.C. WTD in preparation.

THAILAND—Sanrasern Chanyongpand, Southeast Engineering (Thailand) Co. Ltd., 11/56 Soi Watanawong, Rajprarop Rd., Bangkok, **interested in electrical machinery and equipment for import into Thailand and local manufacture under joint venture or licensing arrangement.** May 23 via New York for two-three weeks. Itinerary: 5/23-29, 6/1-5 New York c/o Henry Stern & Co., Inc., 183 S. Central Ave., Hartsdale, N.Y.; 6/5-8 San Francisco c/o California Electric Supply Co., 1585 Folsom St., San Francisco, Calif.; 6/8-10 Los Angeles. WTD 8/26/66.

THAILAND—Limin Lamsam, Lamsam Import Co., 62 Rajdamri Rd., Bangkok, **interested in purchase of construction materials.** May 20 via New York for two-three weeks. Itinerary: 5/20-25 New York c/o Warwick Hotel, 65 W. 54th St., New York, N. Y. 10019; 5/27-6/4 Chicago c/o Sheraton Hotel; San Francisco one-two days. WTD under revision.

YUGOSLAVIA—The Yugoslav Agricultural Mission to the United States will arrive May 25 for a **three week study of agricultural methods and equipment applicable to large scale farming operations.** Mr. Anton Debrecin, Asst. Sec. of the Federal Secretariat of Agriculture & Forestry, heads the Mission which includes Ivan Novak, Dir. of Yugoslav Center for Agriculture & Forestry; Milan Janjetovic, Sec. of the Council for Agriculture & Forestry of the Federal Chamber of Economy; Toso Birovljev, Sec. for Agriculture of Autonomous Province of Vojvodina; Milan Macan, Sec. of the Council for Agriculture of the Chamber of Economy of Osijek; Ivan Kustrak, Vice President of the Chamber of Economy of Croatia; Milan Gostovic, Dir. of Yugoslav Agricultural Bank; Josip Brcic, Professor, University of Agriculture; Vjekoslav Cikaj, Dir., "Belje"; Ivan Spika, Dir., "Osijek"; Ante Todorovic, Dir., "Zagreb"; Peter Zecevic, Dir., "Beograd"; Dimitrije Dimov, Dir., "Sremska Mitrovica"; Milan Kasikovic, Dir., "Zemun"; V. Uklarek, Dir., "Becej"; Branko Jovanovic, Dir., "Sombor"; Mita Jankovic, Dir., "Prizren"; Nikola Adamov, Dir., "Skopsko Pole"; Bata Alajbegovic, Dir., "Sarajevo"; Zmago Hrusevar, Dir., "Emona". During the trip, the Mission will visit Washington, D.C., and many farming areas of the United States. While in Chicago June 8 and 9, the Mission members will be available to meet officials of U.S. firms. Interested companies may arrange appointments by writing U. S. Dept. of Commerce, 1486 New Federal Bldg., 219 South Dearborn St., Chicago, Illinois 60604.

New Books and Reports

Export session becomes book

"How to Sell Overseas" is new volume from workshop papers

A REEC (Regional Export Expansion Council)-sponsored export seminar in Cleveland proved so popular that it gave birth to a book.

Speakers at the first Cleveland-area export orientation workshop made such effective presentations that their remarks have been preserved in a recently-issued book published by Western Reserve University.

Papers delivered by the ten international trade figures at the workshop, which was held at Western Reserve in the spring of 1966, have been extensively revised and up-dated, and provide the nucleus for the 269-page study on *How to Sell Overseas.*

Edited by Brian C. Switzer, an international marketing consultant, the book also contains six new chapters on various aspects of international business not covered in the workshop talks.

Six recipients of the President's "E Award" for "excellence in export expansion" are represented among the 16 international trade executives from industry, banking, foreign trade service organizations, and government agencies who contributed chapters covering all phases of doing business overseas. Case histories based on the selling strategies of "E Award" firms are included in the book, whose authors represent more than 250 years of personal world trade experience.

The text was designed to show American businessmen the techniques required to answer six basic questions:

- ► Are we getting our share of the overseas business in our line?
- ► Where is the business going?
- ► How can we intensify our overseas effort?
- ► How much will it cost us?
- ► Why should we be concerned with selling abroad?
- ► What countries represent good markets in 1967?

Chapter headings include: organizing for export and export communications; Federal Government services for selling abroad; international marketing research; export advertising; pricing the order and export contracts; revised American trade definitions; the international freight forwarder and freight documents; marine insurance and export packing; role of the steamship agent; foreign banking; Foreign Credit Insurance Association; International factoring; licensing; international marketing of capital goods; free trade zones; the multi-national approach to marketing, and the Revenue Act of 1962's effect on overseas operations.

Write: Bureau of Business Research, Western Reserve U., 10950 Euclid Ave., Cleveland, Ohio 44106. Copies are $8.50 apiece.

***Studio per la creazione di un polo industriale di sviluppo in Italia meridionale* (Study on the Creation of a Pole of Industrial Development in Southern Italy). Economic and Financial Series no. 5. European Economic Community. Brussels. 1966. 2 vols. $16.00.**

In line with the Common Market program of regional development, the area southeast of Rome comprising the cities of Bari, Brindisi, and Taranto has been chosen as the zone in southern Italy for planned industrial expansion in the next several years. This new industrial triangle, which was designated by the Common Market Commission as having good growth potential in the mechanical sector, was the subject of a three-year study commissioned by the Common Market. The results of the study provide guidelines for the planned industrial development of the area.

Volume I of the study is an analysis of the present socio-economic features of the zone, the possibilities of industrial development, and the specific industries and infrastructure to be developed.

Volume II is a compilation of over 700 pages of charts, graphs, and maps providing detailed economic data on the area.

This study is especially useful for market analysts studying export possibilities for southern Italy.

A copy in Italian can be **purchased from** the European Community Information Service, 808 Farragut Building, 900 17th Street, N.W., Washington, D.C. 20006. The English version will be available later this year at the same price.

***The War on Hunger: A Challenge to Business.* Published by the Agency for International Development. Washington, D.C. 1967. 14pp. Free.**

This new booklet outlines the role U.S. firms can play in the worldwide War on Hunger. It summarizes the world food crisis and the agricultural requirements of developing countries, and describes services and programs available through AID to encourage and assist investment in these countries.

The book points out the need for measures to increase acreage yields as well as for new sources of food and food supplements, modern techniques of food processing and packaging, and more effective distribution and marketing.

Write: Businessmen's Information Center, Office of Private Resources, AID, Washington, D.C. 20523.

***Directory of the Federation of (French) Mechanical and Metal-Transforming Industries, 1966-67.* Published in Paris. 1966. 1576pp.**

This French-language directory, indexed also in English, German and Spanish, is a 5-part listing of: the history and personnel of the Federation; professional institutions, organizations and publications; syndicates affiliated with the Federation; alphabetical list of members of various affiliated syndicates; and listings of manufactures both alphabetically and by firms.

For further information **write:** Maurice Becuwe; 11, Avenue Hoche; Paris 8e, France.

***Terms Used in International Agricultural Trade.* Published by the U.S. Department of Agriculture. Washington, D.C. 1967. 105pp. Free.**

The vocabulary of international agricultural trade is large and still growing. It encompasses terms from many fields —tariffs, trade negotiations, trade and aid legislation, monetary matters, international organizations, economic and political groupings of nations, and many others.

This compilation is a revision of the original, which was issued three years ago.

Write: Foreign Agricultural Service, Department of Agriculture, Washington, D.C. 20250.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-963/44

Calendar *for international traders*

(Cont'd from inside front cover)

HONOLULU—May 22—Inaugural Hawaii World Trade Association Luncheon, 12 p.m., Princess Kaiulani Hotel. Sponsors: World Trade Association; Chamber of Commerce; Commerce Field Office.

HONOLULU—May 24—Maritime Week Luncheon, 12 p.m., Princess Kaiulani Hotel. Speaker: Ralph B. Dewey, President, Pacific American Steamship Association. Sponsor: Propeller Club.

HOUSTON—May 23—Export Seminar on Ocean & Air Transportation, 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

JAMESTOWN, N.Y.—May 24—International Trade Workshop, Chamber of Commerce. Sponsors: New York Chamber of Commerce; Western New York Regional Export Expansion Council; Commerce Field Office.

KANSAS CITY—May 23—Annual World Trade Week Dinner. Sponsors: Women's Chamber of Commerce; Commerce Field Office.

KANSAS CITY—May 25—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—May 26—Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Commerce Field Office.

LOUISVILLE—May 24—2nd Annual Ohio Valley International Trade Conference, Brown Hotel. Sponsors: Kentuckiana World Commerce Council; Chamber of Commerce; Commerce Field Office.

MEMPHIS—May 24—Export Workshop on Documentation and Procedures, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

MILWAUKEE—May 24—3rd Annual Wisconsin International Trade Conference, Hotel Pfister. Speakers: President Virgil Boyd, Chrysler Corp.; Chairman Daniel Parker, Parker Pen Co. Sponsors: Assn. of Commerce; World Trade Club; REEC; Commerce Field Office.

MINNEAPOLIS—May 23—In-Office Conference on International Investments. Speakers: **Edward D. Irons, AID; Richard S. Roberts, BIC, U.S. Department of Commerce.** Sponsors: AID; Commerce Field Office.

MINNEAPOLIS—May 25—In-Office Conference on Trade with Mexico. Speaker: **Paul S. Flores, BIC, U.S. Department of Commerce.** Sponsor: Commerce Field Office.

NEW YORK—May 22—Foreign Trade Seminar & Workshop, Hotel Commodore. Sponsor: Committee of American Steamship Lines.

NEW YORK—May 22—Exporter's Workshop, Hotel Commodore. Sponsors: Propeller Club of U.S.; Commerce Field Office.

NEW YORK—May 23—"International Marketing-Management" advance course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—May 23—"Profits in Export" meeting. Sponsors: Paint & Varnish Association, Inc.; Commerce Field Office.

NEW YORK—May 25—Documentation Course. Sponsors: Long Island University; REEC; Commerce Field Office.

OKLAHOMA CITY—May 24—Business Expansion Through World Trade Meeting, 9 a.m., Skirvin Hotel. Sponsors: Chamber of Commerce; Industrial Development & Park Dept.; REEC; Commerce Field Office.

OMAHA—May 25—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: REEC; Commerce Field Office.

PHILADELPHIA—May 25—Export Shipping & Documentation Course, 7:30 p.m., Temple University. Sponsor: Commerce Field Office.

PHILADELPHIA—May 25—World Trade Week Dinner, 6:30 p.m., Downtown Club. Speaker: Frederic A. Potts, President, Philadelphia Port Corp. Sponsor: Foreign Traders Association.

PITTSBURGH—May 25—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

ROCHESTER, N.Y.—May 22—World Trade Dinner. Sponsors: Chamber of Commerce; Western New York Regional Export Expansion Council, University of Rochester; Commerce Field Office.

ST. LOUIS—May 25—World Trade Conference, aboard the River Queen. Speaker: Leonor K. Sullivan, Missouri Representative. Sponsors: World Trade Club; REEC; Commerce Field Office.

SANTURCE, P.R.—May 25—Domestic In-Office Seminar, 9 a.m., Sponsors: Small Business Administration; Commerce Field Office.

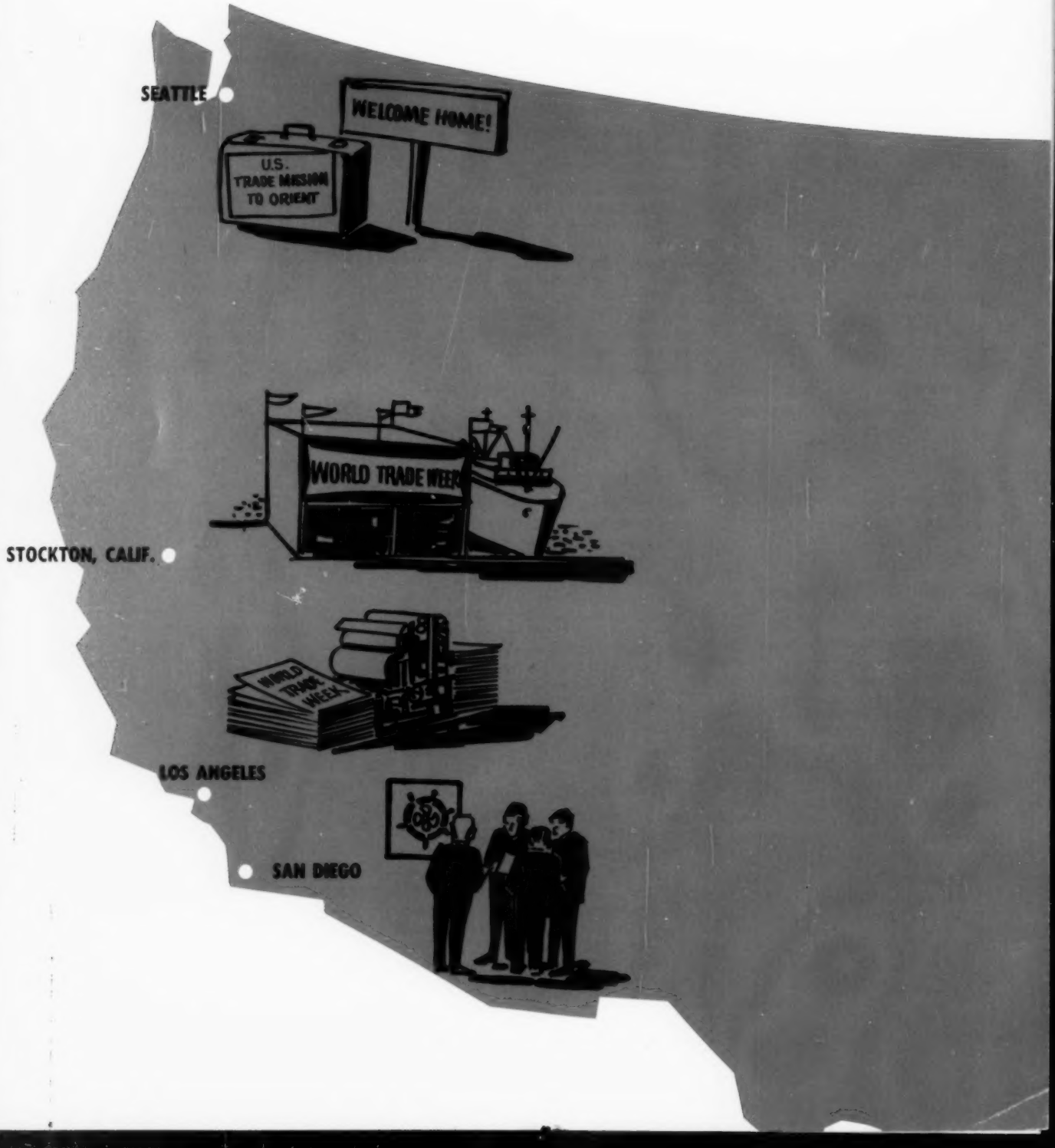
SPENCER, Ia.—May 22—World Trade Week Export Workshop Dinner, Tangney Hotel. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

TORRINGTON, Conn.—May 24—"Marketing and Transportation," Torrington Manufacturing Co. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

U
GOVERNM
DIVISION C
WASHI

OFI

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail